D 8523 B

Urebruary 24 lk

ISTRALIA

O Promote la composition de la composition del composition de la composition del composition de la composition

SECTION AND MAKE BY

issa cadas a c

A SECTION OF THE SECT

Le colps des tiens

THE DAVES HOW Park

AF 82300 12 2236 Q 6 12

Come to late 12 and

Lens Inter

and imper 10 comp

unice of all benderations

A they have DBS map

Las Balle pur mile

idia liatti dan de

: Digwala

The guarty state

MGAPORE

Palestinian Litton and refugees shelled by tanks merger

Shia Moslem Amal militia tanks LITFON INDUSTRIES, US elec-shelled a Palestinian refugee camp on the southern fringe of Beirut as group, is to merge its official sershelled a Palestinian refugee camp on the southern fringe of Beirut as Syrian troops stepped up their hunt for gunmen in West Beirut, taking over militia strongholds and extending their grip on the Moslem

sector of the city.

Members of the pro-Iranian Hisbollah (Party of God) protested against the Syrian presence by set-ting fire to a prison used by the group - and there were reports that hostages might be freed by the extremists. Syrians tighten grip.

Iranian 'advance'

Iran claimed its troops had broken through Iraqi lines east of Basra, killing or wounding 900 enemy soldiers. Iraq said Iranian heavy artillery had killed and wounded civilians when it shelled Basra for the second day running.

Israeli coalition split Israeli's coalition Government ap-

peared to be close to breaking up over the issue of a Middle East peace conference: Page 5

Philippines debt plan

The Philippines Government is considering a plan to postpone debt rescheduling talks, due to start next week, while it studies Brazil's suspension of interest payments, cen-tral bank sources said. Page 5

'Laundering' law

Switzerland unveiled plans to make the practice of "laundering" money - attempting to conceal the criminal origin of a sum of money - a criminal offence. Page 3

Bonn farms warning

West Germany could be forced to limit financial support for the EEC if plans that threatened the existence of West Germany's farmers were not changed, Agriculture Minister Ignaz Kiechle said.

OAU criticism

chief executive criticised member states for failing to act against South Africa and for passively expecting the world to bail them out of their economic problems.

Strike threat lifted

Dutch trade unions lifted a strike threat at Europe's largest container terminal, in Rotterdam, as concern rose that more shippers might switch to other ports.

Racing scandal

Four top Hong Kong businessmen, including the former chairman of the stock exchange, were fined for breaching horse-racing rules by placing bets on unauthorised information they received from jockeys.

Sandoz pollution bill

Swiss chemical company Sandoz said it would spend SFr 2m (\$1.3m) on replacing fish stocks in the Rhine, destroyed when a fire at its

Basie plant polluted the river. 16 hurt in gas cloud

A cloud of hydrochloric gas re-leased after a chemical plant fire in leased after a chemical plant fire in about its ultimate ownership, according to Thomas Wegscheider, east of The Hague, injured 16 peo-

US corn for Soviets A senior Soviet official said his Gov-

ernment had bought just over 1m tonnes of US corn, breaking a long freeze on purchases of US grain.

Henry Heinz II dies

Henry J Heinz II, chairman of the food company, philanthropist and honorary Knight of the British Empire, died in Florida aged 78.

Dresser in oil service

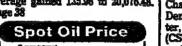
vices operations with the well-log-ging division of Dresser Industries, energy industry supplier. The com-bined company will have revenues of \$550m and 6,500 employees initially. Page 19

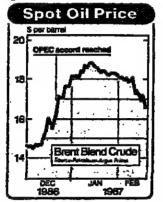
DEERE, world's largest manufacturer of farm equipment, reported a net loss of \$192.6m in the first quarter to January when all its main US factories were crippled by a work shortage. Page 25

WALL STREET: The Dow Jones industrial average closed up 6.74 at 2,223.28. Page 38

LONDON: Portfelio buy programmes helped to reverse early losses and the FT Ordinary index rose 2.3 to 1,559.2 while the FT-SE 100 index gained 7.1 to 1,946.8. Gilts made good progress in low volume.

TOKYO: Large-capital stocks came back into favour and share prices closed sharply higher. The Nikkei average gained 125.96 to 20,076.48.





OIL: Crude prices came under renewed pressure amid uncertainty over whether OPEC would be able to maintain price discipline among members. In London, Brent crude closed down 52.2 cents at \$16.40. Commodities, Page 30.

GOLD fell \$2 to \$401.75 on the Lon-The Organisation of African Unity's York the April Comez settlement was \$404.60. Page 36

> DOLLAR closed in New York at DM 1.8313; SFr 1.5465; FFr 6.0965 and Y153.725. It rose in London to DM 1.8340 (DM 1.8300); to FFR 6.1050 (FFr 6.0925); to SFr 1.5500 (SFr 1.54801); and to Y153.70 (Y153.85). On Bank of England figures the dollar's index was unchanged at 104.1.

> STERLING closed in New York at \$1.539. It fell in London to \$1.5400 (\$1.5425); and to Y236.75 (Y237.00); but rose to DM 2.8250 (DM 2.8225); to FFr 9.4025 (FFr 9.3975); and to SFr 2.3875 (SFr 2.3850). The pound's exchange rate index rose 0.2 to 69.9.

> SECURITY Pacific Los Angelesbased bank holding company, has taken a further step in its rapid regional expansion with an agreed takeover of Rainier Bancorporation of Seattle in an all share deal worth

> BANK für Gemeinwirtschaft, formerly controlled by West Germany's trade union mo a "very unusual and temporarily turbulent" year in 1986 owing to the Neue Heimat affair and speculation

> RANCO Espanol de Credito, the bank with the largest branch netders that it had overcome difficultles within the group that caused it to set aside all of its earnings for last year. Page 20

> ESAB, world's leading manufacture er of welding equipment, showed a 26 per cent fall in profits after financial items to SKr 150m (\$23m), compared with SKr 204m in 1985.

German coalition agrees DM 44bn tax reform plan

WEST GERMANY'S governing coalition partners yesterday re-solved a prolonged policy battle by agreeing on a DM 44bn tax reform package to be enforced in 1990.

Major cuts will be made in corporate tax and in the top marginal rate of tax, and the rate at which people start paying tax will be sharply lowered.

The agreement, fought over by the three coalition parties for more than three weeks, comes just days after Bonn promised at the western finance ministers' meeting in Paris to cut taxes to stimulate the econo-

Mr Gerhard Stoltenberg, the Finance Minister, said he was aiming for a net tax cut of DM 25bn and, in a surprise move announced that if both houses of parliament agreed, the reform would be made in one step and not two as previously ex-

Mr Stoltenberg and the secreta-

ries-general of the three parties -Chancellor Helmut Kohl's Christian Democrats (CDU), its Bavarian sister, the Christian Social Union (CSU), and the liberal Free Democrats (FDP) - outlined cuts which they said would cost the state near-ly DM 19bn.

A Finance Ministry official con-

from 22 per cent to 19 per cent, which will cost DM 7bn.

• A rise in basic tax allowances from DM 4,536 to DM 5,616 for single people and from DM 9,072 to DM 11,232 for married people, which involves relief costing an-

Raising the child allowance by DM 540 to DM 3,024, to cost DM A cut in the top marginal rate of tax from 56 per cent to 53 per cent,

to cost DM 1bn. ● A sharp drop in corporate tax, from 56 to 50 per cent, which would cost the state DM 2.3hn. Cuts worth a further DM 6bn are understood to be contained in a so-

called Mittelstand component - a series of relief measures, including more generous depreciation rules, being pieced together mainly for small and medium-sized busi-nesses. Most of these businesses pay the top rate of income tax and not corporate tax.
Yesterday's agreement is a con-

paign in last month's general elec-tion with promises to high earners and entrepreneurs that it would cut

firmed that the provisional package agreed yesterday included:

• Lowering the tax "entry" rate their taxes. It ran into opposition from the CDU after the election, mainly because the Chancellor's party did badly and began to fear upsetting working class voters.

The agreement to lower the bottom rate to 19 per cent is a sop to the CDU.

The DM 18.9bn cuts, plus the DM 5bn provisionally planned for medium-sized businesses, come close to um-sized businesses, come close to the DM 25bn which Mr Stoltenberg said was the net relief targeted in his reform. Most of the remaining DM 19bn which makes up the over all reform will take the form of subsidy cuts and consumer tax in-creases designed to simplify taxation and to finance the net cuts.

Financing negotiations will not begin for a while, and they are like-ly to be even more bitter than the previous three weeks. The FDP wants to finance the reform almost completely through cuts in subsid-ies, a view strongly opposed by the

Mr Stoltenberg repeated yester-day that some of the cuts planned for 1990 would be brought forward siderable political success for the to January 1 next year, when the FDP, which spearheaded its came second step, worth nearly DM 9hm,

Rogers forced to step down as Nato chief

BY DAVID BUCHAN IN MONS

don bullion market. It also fell in bers of Nato and Lord Carrington, as commander of its forces in Euby the end of this week.

Zurich to \$402.00 |\$403.75|. In New the organisation's scentary-sen rone and it had decided to give a Gen Rosers and his

His likely successor as America's top soldier in Europe is widely expected to be General John Galvin, head of the US Southern Command based in Panama. The Nato announcement reflect-

ed the decision by President Ronald Reagan not to reappoint 65-year-old Gen Rogers to a fifth term as commander of the 320,000 US troops in Europe. The post traditionally car-ries with it the job of Supreme Allied Commander in Europe (Saceur).

Washington's European allies wanted the experienced Gen Rogers to stay for a further two years to

and it has younger man "an innings." He was looking forward to an active retire-House sensitivity to his open criticism of certain US arms control

reform of the US joint chiefs of staff structure might have contrib-uted to his removal.

NATO yesterday announced, with great regret," the departure in riod with divisions over nuclear and some unwillingness in the Administra a record eight years as Supreme and weakness in the White House. In leave a regional command that Allied Commander in Europe.

In an interview yesterday at his
The decision was taken against
the common wish, expressed last
August, of all 15 European memthe right to appoint who it wanted

European military job is expected European military job is expected

support was based on the view that the next two years would be crucial for the alliance, with renewed calls for US troop withdrawals and eleccism of certain US arms control
proposals, such as reducing medium-range nuclear missiles in Europe to zero and his recent call for a
siveness of the alliance," he said.

Transatlantic relations are not as they should be if one wants to display unity to the Soviet Union.

There is no country in the alli-Washington's delay in announcing a changeover of Saceur - which had been rumoured for some the but they know I'm honest and

months - is believed to be due to do not try to sugarcoat candid ex strong European urging that Gen pressions of views," he said.

UK moves to curb trade unions in tough pre-election package

BY PHILIP BASSETT, LABOUR EDITOR, IN LONDON

proposals for trade union reform in a move which ministers acknowledged would be likely to give the Conservatives advantage in a forth-coming general election.

The proposals - the Govern-ment's fourth package of employment law reforms - include effectively ending enforced unionised employment, giving union members the right to work regardless of a lawful strike and insisting that all

Announcement of the discussion paper, Trade Unions and Their bers, provoked heated opposition from Labour MPs in the House of Commons and angry charges from the unions that it was simply

an electoral move. Mr Kenneth Clarke, Paymaster

THE BRITISH Government yester-more that industrial relations prog-day announced a new package of ress based on the Government's

ing."

But he said that "some unions had declined the opportunity to put their house in order, and union members have not always felt able to take a stand and ensure that abuses are corrected. "It is therefore clear that we now need to take another step both to

strengthen the rights of individuals within a union and to reinforce the ability to exercise those rights." The discussion or 'green' paper is much tougher, more definite, more extensive and more radical than Labour and the unions had been ex-

Much of it covers ground dealt some of it takes the unusual step of General, told the House of Com- a government suggesting that its

nised employment and on union election ballots - should be repealed and much tougher provisions intro-

Significantly in the light of charges against previous moves that they have been not properly substantiad, the paper includes extensive examples of union practice and alleged irregularities, especially those since the passing of the Government's last piece of legislation, the 1984 Trade Union Act.

Mr Clark said he thought the Government would gain electoral advantage from the proposals: "I these proposals become the subject of electoral controversy then the bulk of the public will agree with us." If they led to an argument

Continued on Page 18 Editorial comment, Page 16

Quality control hits Soviet industry

By Patrick Cockburn in Moscow

THE introduction of tougher quality control has hit industrial output in Moscow, the Soviet Union's largest manufacturing centre, according to Mr Boris Yeltsin, who is head of the capital's Communist Party and con-sidered one of the most radical members of the Soviet leader-

ship.

He said that, since the centrally directed quality control organisation Gospriomia started
work at the beginning of the
year, one third of the enterprises
involved failed to meet their
planned targets for January. Mr
Yeltsin said that, in one pump
hadron extract dummed to only factory, output slumped to only 37 per cent of its January target

because of the new controls.

Although he was citing figures for only 59 enterprises, the impact of the new controls, together with this winter's very cold weather, probably explains why Soviet output as a whole fell in January compared to end of the

Mr Yeltsin, who is the most outspoken of the new leaders ap-pointed by Mr Mikhail Gorbachev, gave details in a speech to the Moscow party of some of the difficulties facing Soviet indestry as economic reforms are intro-

One in every six of Moscow's enterprise targets for profitabili-ty were missed, he said and a number of those which had started operating on a self-financing basis were on the verge of bankruptcy, including a large ballearing factory. Others were criticised for covering current costs by borrowing from the state bank

Overall 1966 figures for Moscow and the rest of the country were above target, with industri-al output up 4.6 per cent. Never-theless, Mr Yeltsin said, "The-

Continued on Page 18

Banks adopt tough line on Brazil's debt BY ALEXANDER NICOLL AND ROBERT GRAHAM IN LONDON

have reacted firmly to the country's suspension of interest payments. Despite their attitude of studied calm, they are taking a tough line over Brazil's move last Friday which affects the \$68bn owed to banks out of the nation's \$104bn foreign debt.
The banks complain they have

BRAZIL'S main creditor banks

been singled out from other creditors, in contrast with similar actions, such as Mexico's halt of princ- ency with which Brazil had to deal ipal payments in 1982 which appli-ed to all creditors alike.

The banks' views were being put at a meeting in New York yesterday to Mr Antonio de Padua Seixas, dito Mr Antonio de Paduz serano, rector of external debt manage-ment at Brazil's central bank, by to be built on an economic proment at Brazil's central bank, by to be built on an economic programme, be said.

14. James Baker, US Treasury meeting yesterday was the first contact between the foreign creditor banks and Brazilian officials since President Jose Sarney's unilateral action, although the advisory and the banks would resolve the sitcommittee had already begun analysing the situation on Monday.

The banks were also likely to say that a complete suspension of interest payments was unnecessary at this stage. Brazil could have shown greater goodwill, they believe, by giving an assurance that it would try, in good faith, to make whatever interest payments its depleted for-eign exchange reserves would al-

The banks were also expected to object to the unilateral nature of the action. Bankers note that a similar previous measure, when Bra-zil's foreign payments were central-ized in 1983, was taken in consultation with the advisory committee.

The banks concerns undermine whatever reassurance they might take from Brazil's expressions of a lesire for negotiation rather than confrontation. Bankers have emphasised their strong reluctance to enter any agreement with Brazil unless it adopts an economic adjust-ment programme backed by the In-ternational Monetary Fund.

Senior bankers underlined yes-terday that the calm reaction to Brazil's move should not mask their concern and their desire for an orderly resolution.

crisis over the past five years "has March. had the unfortunate effect of dulling a sense of urgency and co-oper-shares stabilised after falling ation in dealing with the remaining sharply on Monday

Mr Volcker told a congressional committee that the suspension of interest payments showed the urg-

Foreign bankers in Argentin admit that the crisis in Brazil will cause problems in the renewill cause problems in the rene-gotiation of Argentina's foreign debt. But government officials deny that there will be any "joint action" between Brazil and Arg-entina, although consultations are said to be taking place. Page 18

with its economic difficulties. How-ever, he added later that there was no reason why Brazil should not have a trade surplus sufficient to service its debt. "Clearly they will

Secretary, told a senate subcommittee he regretted Brazil's move but that the US considered the action temporary. He was confident Brazil nation and that it would not spread to other countries.

Meanwhile, Argentina is due to meet its creditor banks in New York today to continue discussions on the country's request for a \$2.15hn loan and \$30hn in debt re-scheduling. The Argentine side is being lead by Mr Mario Broder-sohn, the Finance Secretary, who has spent the past two days in Brasilia discussing debt strategy with Brazilian officials.

The idea of joint Argentine-Brazilian action is being played down, although there were signs that Bra-zil's move last week has hardened Argentina's stance.

Bankers believed the climate of the meeting today would not be adversely affected by the developments in Brazil, in spite of the tougher Argentine position.

Mr Baker referring to Argentina,

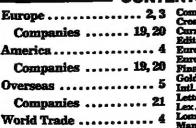
said the Government had "given every indication they want to handle their debt problem in a moderate

Underlining the crucial timing of Brazil's move, Venezuela's talks with banks on new resche terms were due to start in New York yesterday, Chile's advisory The urgency of the situation was committee was continuing a long also emphasised yesterday by Mr meeting on the country's new loan Paul Volcker, US Federal Reserve and rescheduling request, and the Board chairman, who said that Philippines is due to begin talks on progress in dealing with the debt new rescheduling terms in early

On Wall Street yesterday, bank

Risks for foreign banks in Latin America, Page 4; Philippines debt problems, Page 5





Companies 24-26 Men and Matters 16
Money Markets 31 - Wall Street 35-38 - London 32-34, 38 Appointments 23 - London 32-34, 38
Arts - Reviews 15 Technology 19
World Guide 15 Unit Trusts 27-29



ITALY'S NATIONAL

DIGNITY

Afghanistan: Gorbachev counts the political cost 3 Peru: Garcia's struggle to clean up the Government's act 4 South Africa: miners' grievances run deep 5 Technology: what lies behind the DAT revolution 10

Editorial comment: trade union legislation; mid-life crisis in Ottawa 16

Future of the EEC: Delors' vision of UK politics: rocked by a tactical wave in Greenwich 17 Lex: Elders' bid for Carling; NatWest;

HOW CRAXI

Prime Minister Bettino Craxi's decision to withdraw from the monetary discussions in Paris is typical of a new assertiveness in Italian foreign policy, Page 2

French battle in prospect for TV advertising

THE RAPID changes taking each in annual advertising replace in French television are

advertising.
The decision of the French
communications commission to

expected to have a major impact on the country's advertising industry.

Advertising executives claim that the television advertising market in France will have to expand by about FFr 3bn (£320m) a year to finance the country's new private networks. While about FFr L2bn—FFr L3bn could come from increases in advertising budgets the remainder will probably have to be diverted from magazine, newspaper and other advertising.

The three private networks will also have to compete for advertising and viewers with the two remaining state channels, Antenne 2 (the two remaining state to regional broadcasts), as well as Canal Plus, the pay-television channel which has recently surged in the ratings. After awarding concessions for the fifth and sixth channels on Monday, the communications commission to represent the fifth and sixth channels on Monday, the communications commission to represent the fifth and sixth channels applications from two rival groups seeking control of TF-1 for FFr 3bn. The decision is expected in about one mooth. The three private networks expected in about one month.

The decision of the French communications commission to grant the concession to operate the country's sixth channel to a consortium called Metropole TV led by the Luxembourg CLT broadcasting group and the Lyonnais des Eaux water utility is expected to intensify competition for French television advertising.

Metropole TV intends to turn the channel from a network specialising in music and video clips into a general channel competing directly with the competing directly with the swarded to the right-wing press appear to favour Hachette baron Mr Robert Hersant, and with TF-1, the leading state stone.

White both group's stand strong chances of gaining continum the channel which has been awarded to the right-wing press appear to favour Hachette sightly because of its long standing broadcasting ambitions and publishing interests. The Hachette consortium

network due to be privatised tons and publishing interests. The Hachette consortium destroying foreign investors' destroying foreign confidence in Greece. Mr Charles Parince, barries la foreign groups like TV.



The PM's tougher image abroad is bringing him benefits at home, writes John Wyles

Craxi's muscle flexing swells Italian pride

"National dignity" has been raised to a much greater importance under Mr Craxi's premiership than at any time since the war. More than any of his predecessors, the Socialist leader has cought to define any leader has sought to define an Italian image abroad which can be played back to his own politi-cal advantage at home.

on Saturday has been christened the Sigonella monetaria— a reference to Mr Craxi's confrontation with the US in October 1985 when he refused to hand

"IT WOULD be a mistake to hope for easy popularity out of a defence of national dignity" warned the Communist party newspaper L'Unita yesterday, in one of a score of commentaries on Italy's withdrawal from Sunday's international monetary discussions in Paris.

This admonition to Prime Minister Bettino Craxi reflected an awareness that Mr Craxi, far from making a mistake in ordering his Finance Minister, me flowant Goriac, to stay away from the Group of Seven finance ministers' meeting, stood to score some domestic political points.

The Prime Minister will have been part of his predecessors, the Socialist out.

This is a style of leadership over the hijackers of the Achille Lauro cruise ship whose had hen forced down at the Sigonella air base in Sicily. Not all Italians feel comforts able with such a muscular prime Minister, particularly when he seems not only bent on roffing feathers abroad, but also on holding on to power a storing on holding on to power at the Minister's premiership than at any time since the war. More than any of his predecessors, the Socialist out.

is any greater than any other in is any greater than any other of Italy's senior politicians. But Mr Craxi himself has seemed to confirm a power-hungry image by raising doubts about whether he will honour an agreement made last July to make way in early April for a Christian

entree into all of the discussions in Paris last weekend, the clarification will have to guarantee Italian participation in the negotiation of any future measures affecting the intermeasures anethy system. If, however, the Group of Five (US, Japan, West Germany, France and Britain) want to meet from time to time to re-view the working of the system, then Italy will accept that its presence is not indispensable.

Mr Andreotti said with some Mr Andreoth said with some certainty in Brussels on Monday that "it will certainly not be us" who put an end to such an important meeting as the summit. When the other heads of government arrive on the Isola di San Giorgio on June 8, and it is the best of the summit o form of "clarification" of last
May's Tokyo summit agreement
from the other six heads of
government who underwrote it.
Having battled in Tokyo for
a form of words which he main-

Oil group fights Greek takeover

THE North Aegean Petroleum Company (NAPC), the international consortium developing importance " of the energy offshore oil deposits in Greece, sactor to the economy to justify said yesterday that it will fight a government decision to acquire a controlling interest in its operations. It warned that last week's move by the Socialist Government risks tion in an area east of the destroying foreign investors' North Aegean island of Thasos, which might provoked in the "strategic activities in October 1985.

He said the non-Greek members of the consortium intended to carry on "business as usual, relying on the integrity of the Greek Government and the pre-empt planned oil exploration in an area east of the said the non-Greek members of the consortium in order to five consortium in order to pre-empt planned oil exploration activities in October 1985.

He said the non-Greek members of the consortium intended to carry on "business as usual, relying on the integrity of the Greek Government and the judicial system of the country."

He disclosed that the DEP had made a secret \$25.6m hid last with neighbouring Turkey.

Mr Parmelee confirmed that represents 68.75 per cent share in exploration activities in October 1985.

He said the non-Greek members of the consortium intended to carry on "business as usual, relying on the integrity of the greek Government and the pre-empt planned oil exploration.

Mr Charles Parmelee, the Mr Parmelee confirmed that the presents 68.75 per cent share in exploration activities in October 1985.

He said the non-Greek members of the consortium intended to carry on "business as usual, relying on the integrity of the Greek Government and the pre-empt planned oil exploration.

Mr Charles Parmelee, the Mr Parmelee confirmed that the consortium which represents 68.75 per cent share in critical activities in October 1985.

He said the non-Greek members of the consortium intended to carry on "business as usual, relying on the integrity of the Greek Government and the judicial system of the consortium i

North Aegean island of Thassos, which might provoke problems with neighbouring Turkey.

Mr Parmelee confirmed that NAPC has plans to begin drilling for oil 10 miles east of Thassos by the beginning of April, but said these were drawn up with the participation and approval of the Greek staterum Public Petroleum Corporation (DEP) (which acquired a first interest.

He disclosed that the DEP had made a secret \$25.6m hid last December for Denison hine; interest in the consortium which represents 68.75 per cent of the original \$700m NAPC investment. That offer was turned down by the Toronto-based company which heads the consortium are "an insuit." According to Mr Parmelee, Denison is not prepared to negotiate the sale of its interest.

Ozal leaves vacuum in ruling party

THE SERIOUS heart operation undergone recently by Mr Turgut Ozal, Turkey's Prime Minister, has brought home to the public the pro-carious balance between the factions in the ruling Mether-

land Party. He is reportedly making an excellent recovery, but the fact that he will be away from his duties for at least a month has left the country tempo-rarily leaderless.

Tarity leaderless.

The Gavernment is headed meanwhile by the Deputy Premier, Mr Kaya Erdem, a loyal staff officer who is believed to have few political ambitious and only limited influence in the party. Major economic and political decisions will await Mr Ozal's return.

return.

Political observers have been trying to doduce who is Mr Ozal's effective political deputy. They have discovered several fending ministers and party efficials, but no clear-

According to Turkish news-papers, the party is divided between liberal, that is business-minded pro-Western figures, and its Islands wing. The latter is headed by fix

anxious to maintain the unity of the party, whose seats in Parliament have risen to 251 from 211 over the past three

rals who are anxious the religious element

US move on missile pact alleged by Soviet Union

BY WILLIAM DULLFORCE IN GENEVA

in the Genera nuclear control talks the legalisation of an interpretation of the 1972 Anti-Ballistic Missile (ABM) Treaty that would allow it to go ahead with the description of the description of the state of the supporters of that would allow it to go ahead with the development and deployment of new space

The statement at a news conference by Mr Aleksei Obukhov, the deputy leader of the Soviet delegation, was promptly rejected by Mr Terry Schroder, the spokesman for the US mission. The "broad interpretation" of the treaty had been under discussion in Geneva since October, 1985, Mr Schrdoer said, but the idea that the US had formally proposed it be adopted was

A SENIOR Soviet arms nego and others argue that the tiator claimed yesterday that treaty provides for the development of new weapons under in the Geneva nuclear control President Ronald Reagan's

Supporters of the "narrow" interpretation and the US's Nato allies, including Britain, affirm that deployment of SDI weapons is an issue that goes beyond the scope of the treaty and has to be separately nego-

The Soviet Union was looking for agreement with the US "taking into account the personal commitment" of Presithe US mission. The "broad interpretation" of the treaty had been under discussion in Geneva since October, 1985, Mr Schrdoer said, but the idea that the US had formally proposed it be adopted was "misleading."

Interpretation of the ABM Treaty, Washington was blocking the way to radical reductions in nuclear arms. Two senior US arms control as the central issue in the nuclear arms control talks. In Washington, Mr Casper Weinberger, the Defence Secretary, over interpretation of the treaty.

Poland eschews Brazil's example over debts

BY CHRISTOPHER BOBINSKI IN WARSAW

with repayment dules on its debt to Western government creditors, has signalled that it will not follow Brazil's example by formally suspending interest

He pointed out, however, that Poland would be morally justified in taking a similar stance to Brazil's as it had been the victim of sconomic sanctions imposed by creditor countries. While Poland is keeping up

payments.

Mr Jerry Urban, the government spokesman said yesterday that Poland "wanted to find ways of fully covering its obligations" through agreements alistic debt servicing schedule with its creditors. Poland's is agreed.

CAPITAL & COUNTIES

1986 REPORT

Results

Very good.

Net Property Income £17.8 million Profit after tax £10.8 million Shareholders' Funds £269.1 million Earnings per share (diluted) 13.3p Dividends for year 7.0p Net Assets per share (diluted) 322.0p % increases are over previous nine months annualised where appropriate.

Developments

Regional shopping centres

Hanley, Watford, Bromley, Thurrock

Offices/Multi-use

The City, Basingstoke, Bagshot, Chandler's Ford, Port Solent, Peterborough

Sydney and Brisbane

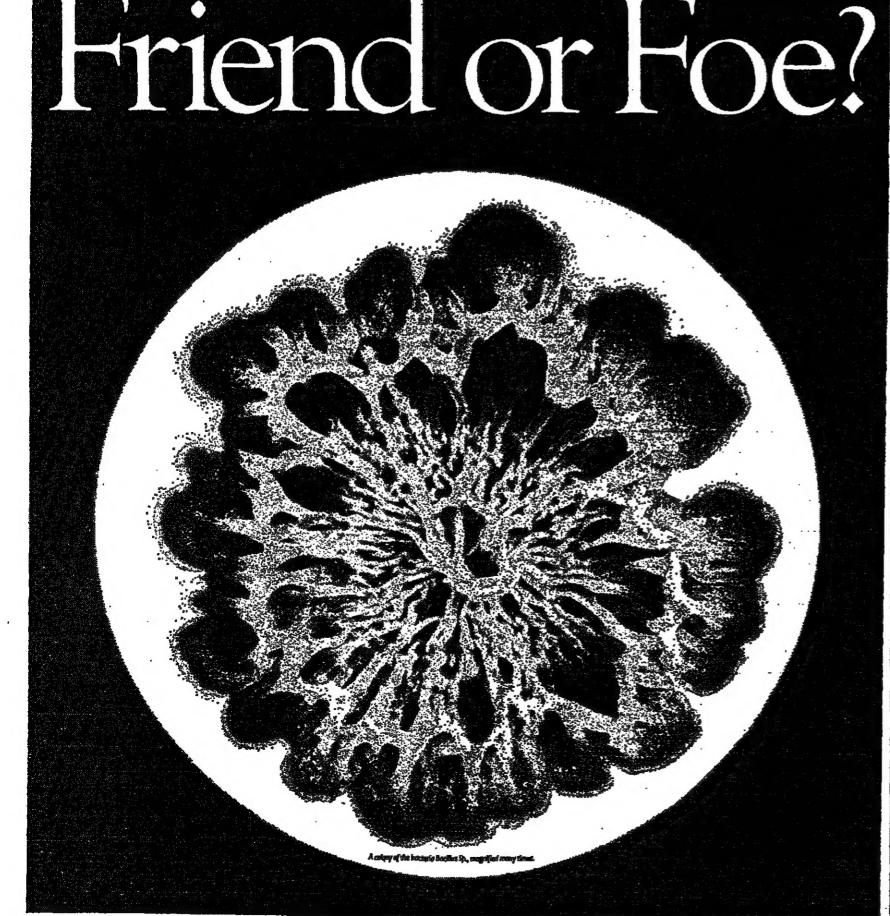
Excellent

Prospects

Maintained leadership in regional shopping centre development and continued further profitable growth both in the U.K. and overseas,

These figures are extracted from the Preliminary Announcement issued on 24th February 1987 of the final accounts for the year ended 31st December 1986.

The full amnouncement can be obtained from the Secretary, Capital & Counties plc, St. Andrew's House, 40 Broadway, London SW1H0BU. Tel: 01-222,7878.



Recognising waterdwelling organisms like the one above is part of the everyday business of Thomes Water Quality Services.

It's how we ensure that all the water that reaches our customers achieves the

highest standards of safety and hygiene. Our concern, however, doesn't stop at your door. We're just as keen to make sure your water supply is untainted after it's gone through private cisterns, water plant and

pipework. Incorrect plumbing or wrongly used materials can support harmful bacteria such as legionella.

Being sure of your water quality is particularly important in large premises like factories, hospitals, offices and hotels where thousands of gallons of water are consumed every day. Our scientists can help with the design of brand new water

systems, ensuring their future safety. And they'll provide a full survey for existing systems, analysing samples and isolating problem areas. Talking of samples, the one pictured above, taken from a Thames recirculating water system, proved quite harmless. With the help of Thames Water Quality Services, you can make sure it stays that way. Ring 01 833 6105 now for information

RUNNING WATER FOR YOU

TUALY 25 1987

Swiss plan to outlaw money 'laundering'

A report published by the Justice in connection with a huge interna-tional drug smuggling racket finistry recommended that it known as the "Pizza Connection."

Ministry recommended that it should be a crime punishable by up

THE SWISS Government unveiled plans yesterday to make the practice of "laundering" money - attempting to conceal the criminal origin of a sum of money - a criminal offence, Reuter reports from Paper of The investment of the financiars of the ministry said.

The absence of a separate offence of money-laundering in Swiss law was highlighted in September 1985 by the conviction of three financiars in convertion with a huge interest.

The absence of a separate offence of money-laundering in Swiss law was highlighted in September 1985 by the conviction of three financiars in convertion with a huge interest.

The absence of a separate offence of money-laundering in Swiss law was highlighted in September 1985 by the conviction of three financiars in convertion with a huge interest.

The absence of a separate offence of money-laundering in Swiss law was highlighted in September 1985 by the conviction of three financiars in the Italian-speaking of The interest of the money-laundering in Swiss law was highlighted in September 1985 by the conviction of three financiars in the Italian-speaking of The Italian-speaking of The Italian-speaking of the ministry said.

The absence of a separate offence of money-laundering in Swiss law was highlighted in September 1985 by the conviction of three financiars in the Italian-speaking of the ministry said.

The absence of a separate offence of money-laundering in Swiss law was highlighted in September 1985 by the conviction of three financiars in the Italian-speaking of the ministry said.

The absence of a separate offence of money-laundering in Swiss law was highlighted in September 1985 by the conviction of three financiars in the Italian-speaking of the ministry said.

The absence of a separate offence of money-laundering in Swiss law was highlighted in September 1985 by the conviction of three financiars in the Italian-speaking of the ministry said.

The financing of the ministry said.

The proposals to put be-fore proposals to put be-fore partial proposals to put be-fore partial p

should be a crime punishable by up to five years imprisonment for any one to conceal the origin of money which he had reason to believe was obtained by criminal means.

"The war against organised that it shows as the "Pizza Connection."

The three – two Swiss and an Italian – were alleged to have been involved in laundering \$47m obtained by criminal means.

"The war against organised that it shows as the "Pizza Connection."

The three – two Swiss and an Italian – were alleged to have been involved in laundering \$47m obtained by criminal means.

"The war against organised that it shows as the "Pizza Connection."

The three – two Swiss and an Italian – were alleged to have been longing to those countries which are preferred by money launder ers," Mr Bernasconi said in the resistance and to order banks to dissistance and to order banks to dissista

canton of Ticino. financial centre which is very at-

The report was prepared by Mr The Philippines has won a fur-Paolo Bernasconi, a former Public ther battle in its efforts to recover an estimated 51bn that former Philippines has won a furlippines president Ferdinand Mar-"Switzerland, as an international cos is alleged to have deposited in mancial centre which is very at-

said he had rejected four appeals by Mr Marcos and his wife Imelda against an order freezing accounts here and prolonged the freeze until

Wind of hope blows through Afghan talks

BY ROBERT MAUTHNER, DIPLOMATIC CORRESPONDENT, IN GENEVA

THE INDIRECT talks between Pakistan and the Soviet-backed Afghan Government are due to resume in Geneva today with Mr Diego Cordovez, the United Nations special envoy, acting as go-between in a markedly more constructive atmosphere than at any of the other previous rounds since 1982.

On any realistic assessment it seems unlikely that this ses-sion will produce anything like a final settlement, but prospects for making good progress to-wards a solution of the seven year-old Afghanistan conflict have brightened as the result of a new wind blowing from Mos-

Mr Mikhail Gorbachev, the Soviet leader, appears at least to have persuaded the West and Pakistan that he genuinely wants to end Soviet military involvement in Afghanistan, albeit on his own so far un-

acceptable conditions.

True, the various "peace" initiatives taken by the Afghan regime and the Soviet Union

Fighting has increased in Afghanistan and battles were reported from 19 of the 28 provinces, according to West-ern diplomats in Islamahad,

writes Mohammed Aftab.
The escalation follows the rejection by anti-Communist guerrillas of the Kabul Government's unilateral ceasefire of January 15. The guer-rillas have said fighting will continue until all the 115,000 Soviet troops withdraw from their country.

recently, such as the unilateral ceasefire declared by Mr Nati-bullah, the Afghan leader, and the token withdrawal of some Soviet troops, have met with extreme scepticism, But the extreme scepticism. But the desire to achieve a negotiated solution, which these measures seem to signal, has been treated more seriously.

Mr Michael Armac Under Secretary of State for Political Affairs, analysed the motives behind Mr Gorbachev's new policies shortly before the resumption of the Geneva talks. He considered the military burdens imposed by the Soviet involvement in Afghanistan to be manageable. Less than three per cent of total Soviet forces and a relatively small percent-age of Soviet military expendi-ture were absorbed by the operations in Afghanistan, Al-

though casualty figures were significant—some 25,000 to 30,000 Soviet troops are esti-mated to have been killed since the occupation of the country

What was probably much more significant for Mr Gorbachev was the political cost, particularly in the Moslem and non-aligned world. Not least, the Soviet Union's whole relationship with the US and its Western allies, as well as with China, had been undermined by its continued occupation of Afghanistan.

"There is a high opportunity cost for Mr Gorbachev, who does appear to be attempting to redirect the priorities of the

direct the priorities of the Soviet Union, to address some very pressing domestic issues and to increase the manoeuvrability and dexterity of Soviet diplomacy on a global basis."

Mr Armacost said. However, the transition from good intentions to generally acceptable and durable agreements is proving much more difficult, particularly as the Mujahideen rebels, an essential part of a peace settlement, have so far refused to co-operate.

it that three elements of the four point peace plan tabled by Mr Cordovez in the summer of 1985 at the Geneva " proximity" talks have been virtually agreed: a bilateral agreement on noninterference and non-intervention, declarations on inter-national guarantees by the US and the Soviet Union and a bilateral agreement on the

voluntary return of refugees. The most vital issue of all remains to be settled—vital, perhaps, for everyone except the Soviet Union and the Kabul regime—that of a timetable for the withdrawal of some 115,000 Soviet troops from Afghanistan.

That thorny problem has been the subject of intense diplomatic activity over the past few days, involving visits by both Mr Yaqub Khan, the Pakistani Foreign Minister, and Mr Abdul Waldl, his Afghan opposite number, to Moscow where they have had talks with Mr Eduard Shevardnedze, Soviet

Foreign Minister.
Cautiously optimistic noises
have emanated from these meetings, indicating that Moscow may be prepared to reduce the deadline for withdrawal of its troops to less than two years from its original proposal of four years, while Pakistan may be ready to raise by a few months its demand that all Russian troops should be out of Afghanistan within four months.

But the gap remains wide between the Soviet and Afghan position on the one hand and the US and Pakistani position on the other. Behind the disar-mingly simple headings of Mr Cordovez's plan lies a funda-mental disagreement over what

France acts to curb AIDS among addicts

in 1979—they had not been accompanied by the kind of adverse publicity that the US

By Paul Betts in Paris

FRANCE is to relax controls on the sale of syringes for a one-year trial period as part of its prevention campaign against acquired immune deficiency syndrome (AIDS).

Mrs Michele Barzach, the Health Minister, said the action, supported by most doctors, would reduce the spread of the disease among drug addicts. Some 50-80 per cent of French drug addicts have already been infected by the virus as a result

of sharing needles. From now on, chemists will be able to sell syringes with est prescription and without pur-chasers having to show identity

In recent weeks the government has intensified its efforts to combat the spread of Aids in France, which claims to have the highest number of cases in

FINANCIAL TIMES FINANCIAL TIMES
Published by the Financial Times
(Europe) Lid., Frankluri Branch,
represented by E. Hugo, Frankluri
Main, and as members of the Board
of Directors, F. Barlow, R.A.F.,
McClean, G.T.S. Darner, M.C.
Gomma, D.E.P. Palmer, London,
Printer: Franklurter-SocietässDruckere-GmbH. Franklurt/Main.
Responsible editor, R.A. Harper,
Franklurt/Main. Guioflettstrasse S4,
6000 Franklurt am Main 1. g. The
Financial Times Ltd. 1987.
FINANCIAL TIMES. LISES No. Financial Times Ltd. 1987.

FINANCIAL TIMES. USPS No. 190640. published daily except Sundays and holidays. U.S. subscription rates \$365.00 per annum. Second class postage paid at New York. N.Y. and at additional mailing offices. POSTMASTER: send address changes to FINANCIAL TIMES, 14 East 60th Street. New York. N.Y. 10022.

Spain to alter anti-terror legislation

By David White In Madrid SPAIN PLANS to repeal con-

troversial anti-terrorist legis-lation which came into force in 1985, Mr Felipe Gouzalez, the Prime Minister, an-nounced in a state-of-the-nation address to Parliament yesterday. The change, which would

involve incorporating some special provisions into the ordinary penal code, is seen as a conciliatory gesture following a coalition pact in the Basque country between the Basque country between the Socialist Party and the Basque Nationalist Party (PNV), which opposed the exceptional measures. The plan implies that terrorist suspects will in future be liable to be held incommunicado for a maximum of two days hervand the

of two days beyond the normal three-day period, at the discretion of a judge, instead of the extra seven days provided for in the anti-

terrorist law.
Several minor clauses of the law had already been allowed to lapse at the beginning of this year. However, Mr Gonzalez said

However, Mr Gonzalez said the Government would not drop "an iota of what we consider necessary to combat violence effectively."

In a separate part of his 80-minute speech, Mr Gonzalez announced that Spain would sign the nuclear Non-Proliferation Treaty (NPT) in order to be consistent with its pelicy of banning nuclear weapons from its territory.

Spain is one of the few Spain is one of the few main countries, alongside France, China, Brazil and Argentina, which has still to

ratify the 1968 treaty.

already made it clear that, when if Soviet troops are allowed be talks of a government of to remain in the country while national reconciliation, which the new government is being would include representatives installed, they believe any prosof various Afghan groups in-cluding the rebels, he means a government which would con-tinue to be dominated by his own People's Democratic Party, able.

suffered during the Vietnam war.

What was probably much more significant for Mr Gorbachev was the political cost, particularly in the Moslem and non-aligned world. Not least, the Soviet Union's whole relational material materia

pect of a free political choice will vanish. For that reason, only a swift withdrawal of Soviet troops would be accept-

and Iran.
Neither the rebels nor Iran,

which is host to some 3m Afghan refugees and strongly supports the formation of an independent Moslem govern-ment in Afrikanistan, are repre-sented at the Geneva talks. But it would be asking for trouble Such a solution would be It goes without saying that if any deal were made without anathema to the US and Paki- any workable settlement will their tacit consent.

Anti-cartel challenge to Bonn

By Our Brussels Staff

MR PETER SUTHERLAND, the Competition Commissioner, will today press for a ruling that the Bonn Government is breaking EEC competition law.

He will ask the Commission to declare that Bonn has breached the Treaty of Rome by not forcing Hoechst, the Frankfurt-based chemicals prolucer, to admit EEC anti-cartel investigators to one of its

plants.

Hoechst refused entry last month to Commission officials seeking evidence of possible illicit price fixing &f polyethylene and PVC.

Mr Sutherland's request is

highly likely to be approved. Bonn has already denied, in response to a Commission re-quest for an explanation, that it was failing to enforce anti-cartel rules. The Commission is expected

to issue a "reasoned opinion" that the West German authori-ties are failing to fulfil their treaty obligations. Mr Sutherland is asking for Bonn to be given 14 days to comply with the ruling, failing which the Commission could then take West Germany to the European Court.

The shorter time limit re-flects the seriousness with which EEC competition authorities are viewing the matter, which they see as a challenge to their fundamental right to pursue illegal cartels .

EEC cuts quarterly steel output quotas

THE European Commission yesterday cut quarterly production quotas for a range of steel products for the second three-month period running.

They apply to hot-rolled coil, reversing mill plate and merchant bars and come as a result

of persistent declines in prices for those sectors

EEC steel output is regulated
by the Brussels authorities as

part of the so-called Davignon regime of price and production controls, instituted in 1980 to help the industry through its

recession:
Yesterday's new quotas,
which affect production for the
second quarter of 1987, are significant because the Commission is planning to dismande the steel regime by the end of this year.

It has met strong resistance from producers, which have put forward an alternative plan to keep quotas in place in return for voluntary production cuts. The new quotas were decided after consultations with both producers and consumers of

Cold rolled sheet Reversing mili place

The Commission has decided to increase quotas for cold rolled sheet and wide beams, products for which demand is relatively resilient, and to make no change in wire rod output.

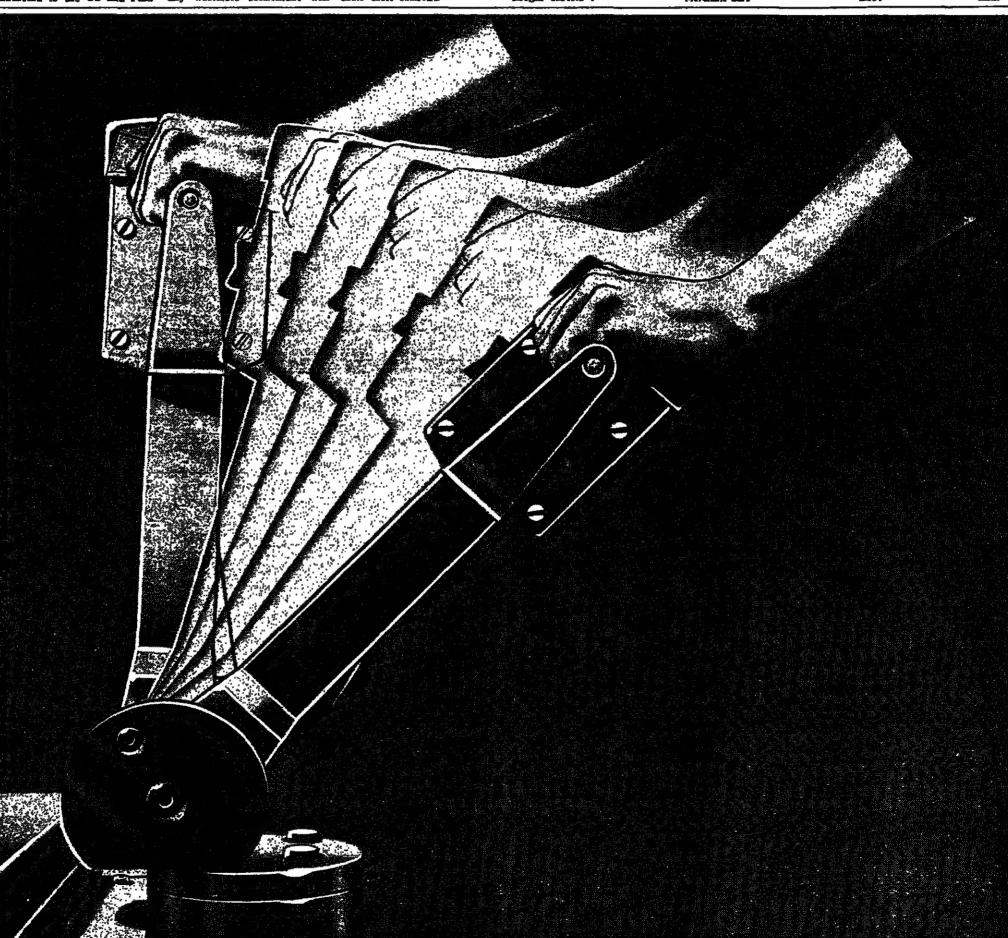
Even after the impact that tougher quotas for other pro-ducts will have on prices, the Brussels authorities said yesterday that steel producers were only expected to make "limited" profits for the second quarter.

European steel producers shed a total of 31m tonnes of hot rolled capacity between 1980 and 1986, according to the European Coal and Steel Community's annual report, published yesterday.

However, the report warns that there will still be 20m tonnes of hot rolled over-capacity in the EEC by 1990 unless substantial closures are made.

The Community steel in-dustry's capital investment rose from Ecu 3bn to Ecu 4bn from 1984 to 1985,

51	EEL OUTPUT QUOTES 1987 first quarter	Second quarte
	3.53	3.456
	3.05	3.167
	1.206	1,762
_	0.937	1.024
	2,262	2,262
	2064	2.027



What kind of company developed a brake to speed things up?

A company that doesn't stop where other manufacturers do. We fit our pedestrian fork lift trucks with a multifunctional steering arm that has been specifically designed to put the advantages of technology where drivers can make the best use of it. In the palm of their hand.

In addition to providing positive steering, the arm features an automatic braking system. The moment the driver releases his grip the arm moves smoothly to the braking position bringing the truck to a controlled,

dependable and safe halt that prevents loads from shifting. This gives drivers confidence in stopping and dismounting and saves time and energy every time our trucks come to a halt.

For the past two decades BT Rolatruc's engineers and designers have distinguished themselves by blending ergonomic design with advanced technology to produce the lowest cost per case handling. The result is a range of materials handling equipment that leads the field in efficiency and performance.

and the second s



LEADERS IN LIFT TRUCKS AND AUTOMATED HANDLING SYSTEMS

BT Rolatruc Limited, Stirling Road, Slough, Berks SL1 4SY. Telephone 0753 30551. Telex 847586.

TOP US BANK EXPOSURE IN BRAZIL

(Year end 1985)

Focus shifts in Washington to Regan successor

BY STEWART FLEMING, US EDITOR IN WASHINGTON

THE FUTURE of Mr Donald Regan, the White House chief of staff will not be resolved until after the publication tomorrow of the report of the Tower Commission into the Iran arms scandal, a Reagan Administration official said

White House officials are seeking to devise a strategy to try and counter the political damage President Reagan is expected to suffer as a result of the harsh judgment on the Administration's foreign policymaking machinery expected from the Tower Commission, and attention is now focusing not on whether but on when Mr Regan will quit and how he will be smalled. be replaced.

Separately the White House continued to be bombarded with allegations that in November of last year, in a bid to try and limit the damage to the President from the erupting Iran/ Contra arms scandal, officials falsified memoranda dealing with the origins of the Iran

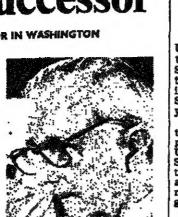
In the past few days there have been a succession of reports suggesting that documents dealing with the back-ground to the affair were shredded and memoranda altered in order to try and pro-

tect the President.
Miss Fawn Hall, secretary to has fawn hall, secretary to Lt-Col Oliver North, one of the key figures in the Iran affair, has reportedly been granted immunity from prosecution by the independent counsel investi-gating the scandal. She has told investigators that she revoed investigators that she retyped several White House docu-ments on the Iran arms sales after they had been altered by

her superiors.

The Wall Street Journal yesterday, said that investigators into the Iran affair suspect Ms Hall played a bigger role in Lt.-Col. North's covert opera-tions than her status as a secretary would suggest.
The report said that according to law enforcement officials

Mr Lawrence Walsh and the Mr Regan include Mr James Federal Eureau of Investigation Baker, the Treasury Secretary, and Mr John Herrington, the memos and other documents in the office of Admiral Table memos and other documents in Energy Secretary and former the office of Admiral John White House political affairs Poindexter, former National director Mr Kenneth Duber-Security Adviser, are missing or stein.



Regan - speculation mounts

were altered to recast the history of the secret arms sales.
Increasingly it seems investigators into the Iran arms affair are focussing their attention on individuals other than the top administration officials involved in the Iran dealings in order to

what happened. The resignation of Mr Regan is widely seen as an essential component of any effort to revive Mr Reagan's fortunes. But it remained unclear yester-day who might replace him.

Mr Drew Lewis, the former ransportation Secretary Transportation Secretary during Mr Reagan's first Administration, is near the top of most lists as a likely candidate and he has reportedly told Mr Reagan he would be willing to serve on a voluntary basis. He is now chief executive of Union Pacific Corpora-

There is speculation too however that former Senator Paul Laxait, a close friend of Mr Reagan could be recruited too. Perhaps to work alongside with Mr Lewis or whoever is appointed Chief of Staff, Others named as possible successors to

Fresh plea to Swiss on Iran arms affair

US AUTHORITIES have filed two new requests with the Swiss Government for informa-tion to help their investigation into the Iran-Contra affair, the Swiss Justice Ministry said new requests with the

The requests bring to more than 20 the number of com-panies and people, on which the US is seeking information from Switzerland in connection with the transfer of funds from US arms sales to Iran to Contra rebels fighting the Nicaraguan government.

In December the federal

In December the federal police office ordered the freezing of two bank accounts after receiving two earlier US requests for legal help.

One account, in the name of Lake Resources, a company mentioned in US newspaper reports, was with the Geneva branch of Credit Suisse. The US Justice linked the name of Lt Col Oliver North, the US marine officer at the centre of marine officer at the centre of the Iran-Contra affair, with one

No further accounts have been blocked after the receipt of the new US requests.

of the new US requests. In one request filed in January US officials sought information on accounts administered on behalf of 16 named clients by a Geneva company suspected of having acted as an intermediary in the delivery of the arms to Iran.

A company in Florida, which is alleged to have received the funds from the arms sales and used them to finance Contra operations, is the object of the latest US request filed earlier this month. In connection with this month. In connection with this company US officials want information about accounts held by four other concerns

Six appeals against the ear-lier decision of the federal police office to meet the US call for legal help have been filed by people named as account holders.

People affected by the new requests have 10 days to file appeals while those concerned in the earlier US demands for information have had the dead-line for their appeals extended, after the arrival of the new re-The federal police office does not expect to decide on the appeals until towards the end of March.

ticular, writes Alex Nicoli. Brazil owes them \$18.6bn (£12.2hm) in debt of more than a year's maturity, and Citicorp, Chase Manhattan, Bankamerica and Manufac-tures Hanover are the most

US BANKS have the largest

exposure to Latin America in

general and to Brazil in par-

rving Bank

Wells Fargo First Chicago

. P. Morgan

Bank of Boston Security Pacific Republicbank Mellon Bank

Marine Midland

Bankers Trust New York

exposed.

Their share prices have weakened since Brazil's announcement although yester-day they were holding fairly

TOP US BANKS EXPOSURE IN LATIN AMERICA

(Year-end 1985 - \$m)

Argencin 1,429 458* 920 402* 243 1,400 — 375* 133 225 849 345 330 200* 149

1,048 1,450 1,250 714 471 1,200 307 300* 259 275 500* 305 105 100* 117

791 300* 600* 450* 204* 400* 104 200 275*

1,802 2,709 1,680 1,471 357 2,800 364 1,277 406 912 1,255 245 529 287 579 572

nerable to Brazil's interest payments suspension because they must categorise a loan as non-performing when in-terest is 90 days overdue. If the payments halt were pro-longed—Brazil has set no time limit on it—it could severely affect their profit figures in the quarters to come.

Two of the British clearing

are also quite heavily exposed to Brazil. chares have taken a tumble this week, the Bank of Montreal has lent most to Brazil at \$1.5bn or 2.6 per cent of the bank's assets. Royal Bark: of Canada's exposure is \$12n or 1.6 per cent, Bank of Nova Scotia's \$700m or 1.7 per cent, and Toronto Dominion \$600m

RISKS OF FOREIGN BANKS IN LATIN AMERICA

in Japan, the average ex-posure is less than I per cent

of total assets, and the Bank of Tokyo is believed to have the highest exposure to Brazil.

Japanese banks rank second after US banks with \$8.8bn of Brazil's debt excluding short term loans, followed by UK banks with \$8.5bn, the French with \$6.1bn, the Canadians with \$4.7bn, the West Germans with \$3.7bn and the Swiss with \$1.5bn. Brazilian banks abroad are also owed \$7.6bn.

UK BANKS EXPOSURE IN BRAZIL (£m) NatWest Standard
Chartered 405
Barclays*
* Barclays and NatWest explisions than 1 per cent of

0.17 0.39 2.10 1.04 0.39 0.51 0.72 2.48 0.99 3.47 0.36 2.20 0.00 1.81 2.18

Israeli nuclear arms 'could level all Mideast cities'

and gain control of existing nuclear technology, the result could be "one of the gravest

dangers of the next decade"

dangers of the next decade"
The warnings are contained in the third annual report on global nuclear proliferation by the Carnegie Endowment for International Peace
Written by Mr Leonard
Spector, a Carnegie associate, the report also discloses that the Shah of Iran, shortly before he was ousted in 1979, initiated work on a nuclear weapons rework on a nuclear weapons re-search programme that presumably has been inherited by the Government of Ayatollah Ruhollah Khomeini Iran, however, is still far weapons.

ISRAEL may have acquired short of a nuclear weapons ISRAEL, may have acquired enough nuclear weaponry "to level every urban centre in the Middle East" with a population of over 100,000, AP reports from Washington.

According to a report released yesterday if rebel governments take power in either South Africa or Pakistan and Eain control of existing the same capability, partly because the capability, partly because the capability, partly because the US rejected the Shah's request for enough research reactor for enough research request for enough research reactor for enough research request for enough research rese

Mr Spector, who has worked on nuclear issues for more than 10 years, discusses the proliferation question in apocalyp-The report says the conse

quences of a nuclear conflict starting in either the Middle East or South Asia are difficult to predict because both Moscow and Washington have major

The report's estimate Israel's nuclear might is based, in part, on the disclosures of Mr Mordechai Vanunu, a former nuclear technician, who suggested that Israel's nuclear arsenal may number 100 to 200

Chicago votes in mayoral race

128 116 115

Manufacturers Ha SankAmerica

Citicorp Marine Midland Chemical New York

Bank of New York Continental Illinois Bank of Boston

CHICAGO residents voted yesterday to select their parties candidates for mayor in April's general election, AP reports

The primaries capped a bitter campaign, particularly among the Democraths, in which incumbent Mr Harold Washington compared his top challenger, former Mayor Jane Byrne, to a swarm of gnats and her tactics to Adolf Hitler's.

The Republican primary plts Mr Donald Haider, a university professor, former Democrat and one-time budget advisor to Mrs Byrne, against Mr Kenneth Hurst, Republican committee-man, Mr Ray Wardingley, a pro-fessional clown, and Mr Chester Hornowski.

Polls show the current mayor pulling away from Mrs Byrne in the Democratic primary by as much as two-to-one. Washington has urged supporters against complacincy, saying a huge turnout would decide the out-

Afghan guerrilla says he laid mines in Soviet Union

and Afghan and-communist the omeias said that the Us, guerilla says he has repeatedly which this year is giving the crossed the border into the Soviet Union to lay land mines along roads used by Red Army troops, AP reports from Washington.

The omeias said that the Us, which this year is giving the guerillas \$630m in aid and weaponry, does not encourage raids into Soviet territory, but has little control over the Mujahedeen in the field.

Mr Sayyed Abdul Rauf, 25, said that he and four or five guerrillas would regularly cross the Amu Darya river. travel several miles into the Soviet Union, and mine dirt roads used by border patrols.

The guerrilla group never engaged Red Army patrols inside the Soviet Union and did not know whether the mines coused any damage or casualties, said Mr Rauf, interviewed in Washington where he was being treated for a leg injured in a battel inside Afghanistan.

Three White House officials approach his account of aggress.

and the Wall Symplem is desirable.

AN AFGHAN anti-Communist The officials said that the US

One senior Pentagon official, in congressional testimony last week, hinted that border con-flict might intensify if the Soviet Union do not withdraw soon and allow a popular government to take power. Mr Fred Ikle, Under-Secretary of Defence, told the con-gressional task force on Afghanistan on Tuesday that before the Soviet invasion in 1979, "that country was a 1979, "that country we friendly neighbour." was no threat at all."

"But if the Soviet leaders persist in waging war against the Afghan people, the day may come when their allegation of a supported his account of aggressive tactics adopted by Afghanistan's Moslem Mulahedeen guerrillas to harass Soviet into a self-fulfilling prophecy," troops inside their own borders.

WORLD TRADE NEWS

Anson Ng in Guatemala City examines the implications of poor results and security problems

Japanese to make more copiers in **Europe**

By Carla Rapoport in Tokyo

JAPANESE photocopier manufacturers say they will step up output in Europe and try to reduce the cost of their export models to combat the latest EEC anti-dumping move, The makers yesterday reacted

with disappointment to the Commission's decision to impose 20 per cent anti-dumping duties on their exports to Europe, up from the provisional 15.8 per cent duties. At the same time, they are trying to reduce the cost of producing their export models

in order to restrict their price increases to less than 20 per "The sales of photocopiers are already sluggish. If the 20 per cent duties go ahead, sales will be worse," an official at

Canon said yesterday. Konishiroku, which makes Konica machines, Minolta, Ricoh, Canon and Matsushita, makers of National and Panasonic brands, all said that they

intend to boost production of copiers in Europe. Some, such as Masushita and Konishiroku, intend over time to replace their exports

Enthusiasm runs out in Guatemala oil industry GUATEMALA's nascent petroleum Energy Minister, said the Govern-industry faces an uncertain future ment should show greater flexibiliwith disappointing results from exploration and troubled relations with foreign oil companies. The limited exploration which has taken place in the past eight years has proved expensive and unproductive while sporadic attacks by left-wing guerrillas have disrupted field Amoco and Exxon, the US oil

companies which became operators in blocks near the Mexican border in late 1985, have temporarily suspended seismic work in the wake of guerrilla attacks. The temporary suspension of field work by these two companies

has soured relations with the Government President Vinicio Cerezo believes that the oil companies have used the security issue as an excuse to halt work pending a recovery in international oil prices. The Guatemalan military, meanwhile, has accused the companies of lack of co-operation.

Both companies have denied these charges, emphasising the dif-ficulties of mounting effective se-curity programmes to protect field workers. Neither company has talked of pulling out, excutives say. Indeed, Exxon and Amoco would be liable to pay fines of \$20m and \$10m respectively if they were to quit.

ty in work contracts allowing companies perhaps to do seismic work but deferring drilling which requires greater financial outlay until a later stage when oil prices may have recovered. He also believes that the extension of Decree \$1-85, which permits direct negotiations between the Ministry of Energy and the company in place of com-petitive bidding, would help draw in new companie

Decree 61-65 facilitated the signing of three exploration contracts in 1985 with Amoco, Exxon and Basic Resources during the military gov-ernment of General Mejia Victores. Peten Petroleum, a local company, has offered to take up an exploitation contract to rework abandoned wells considered uncommercial by larger companies but only if direct negotiations are revived. Peten Petroleum, which went into competitive bidding on another contract area eventually awarded to Hispanoil and Basic Resources, says that the bidding process is time consum-

ing and costly.

However, Congress is reluctant to approve the extension of Decree 61-85 until an investigation is conducted into Elf Aquitaine's alleged mismanagement as former operator and on the basis of which Basic Re-In view of slack international oil prices the Government may have to make legislation more attractive.

Mr Alejandro Contreras, former which entails constant scrutiny by guerrillas. Guatemala's main production.



guerrilla attacks as an excuse to halt work pending a recovery in international oil prices, while the military accuses them of lack of co-operation

President Venicio

foreign oil

Cerezo (left) accuses

companies of using

sporadic left-wing

Some oil men believe that a significant oil find would generate enthusism in exploration more than any new government's initiative. It is a matter of prospecting rather good law but why come here when there is a better chance of getting

The Government is fully con-

oil elsewhere? said an eng

officials and lengthy reports, has served as a further disincentive to companies. cing fields, operated by the Spanish state oil concern. Hispanoil, are protected by a battalion of soldiers. Guerrilla attacks have in the past punctured a pipeline and temporarily put out of action a processing

Guatemala is a marginal produc-er from just 12 wells. As a result of "workovers" to recondition existing wells and the opening up of new zones, production has recovered from under 3,000 b/d during the dis-pute between Elf. Aquitaine and Ba-sic Resources to about 7,000 b/d in December 1996.

However, proven remaining re-

barrels or less than five years at the current rate of output. Guatemalan oil men believe these are conservative figures and that potential reserves could be as much as 900m barrels. They believe that larger quantities of oil are located in lower depths in reef traps or stratigraphic traps and on the sides of the salt dome. None of these has been stud-

ied or explored, in detail. Oil companies have been discou-raged from exploring lower depths as they have to drill into fractured limestone located between anhydrite zones. Loss of circulation as the drill hits a crevice or crack in the rock structure is a usual snag. Drilling is further complicated by sudden changes in geological gradients and alternating pressures. On the recently completed Caribe 101 well (11,000 ft), Hispamoil had to deviate and to re-drill some 2,000 ft when a section of pipe got stuck in

Said an engineer. "In Venezuela it takes about a week to drill 10,000 ft whereas in Guatemala it would take more than three months to achieve that. The cost of drilling a well can run as high as \$15m. Seismic work is also made difficult by the complicated geology and the rugged terrain. Work teams have to tackle 300 metre high slopes and wunder through dense jungle while the limestone, broken up and filled with holes, produces poor

consumption is only 22,000 b/d, the country is obliged to import crude from Mexico and Venezuela. This is because its one refinery, operated by Texcaco, is unable to cope with the corrosive effects of its sulphu-

would provide too much bunker it infringed on copyrights fuel and asphalt and not enough gasoline.

Hispanoil executives say that the company has spent more than \$140m in jungle exploration and development but has only managed to company has already paid about recoup about \$30m through crude Y300m (£1.29m) to IBM for the sales in the last eight years copyright infringement. Hispanoil estimates that it makes a profit of \$1-\$2 per barrel after de-ducting state royalties. The average production cost for all its wells averages \$6 per barrel, taking into account surface and maintenance

oil has been trying to cut costs by sales.
The reducing personnel and pursuing a less vigorous exploration pro-gramme. Hispanoil became opera-tor in 1985 of a contract area previously run by Elf Aquitaine and has equal shares in the joint venture with Basic Resources. Hispanoil and Basic Resources are in another joint venture on an exploitation contract to recondition previously

Matsushita suspends export of computer

By Carla Rapoport

MATSUSHITA Electric, Japan's largest electronics company, has Furthermore, Guatemala's heavy voluntarily suspended exports of crude (API 26 degrees) does not an IBM plug-compatible permeet domestic requirements since sonal computer, admitting that

Matsushita agreed to halt exports and withdraw stocks of its FX800 personal computer which it launched last July. The IBM has been doing battle for years worldwide in an effort

both to protect its patents and retain its position in world computer markets. Matsushita stressed yesterday that it would continue making

Since the departure of Elf Aquisonal computers and would retaine the French oil group, Hispan-design the FX800 for future

it said, was due to the incorrect designing of the computer soft-ware's basic input / output system.

Louise Kehoe adds: Other makers of IBM-compatible com-

puters employ widely available hips that store the computer's basic input/output system (BIOS chips) which do not in-fringe IBM's copyright.

Czech engine assembly order goes to UK

By Margie Lindsay

JOHN BROWN Automation of design, supply and instal an assembly system for a new car engine at the Skoda factory

near Prague.

The line will be capable of handling up to 50 models, but initially will produce 21 variations on the basic four-cylinder Skoda engine. The contract is worth more than £4.5m.

The line will be built and tested in Coventry, with delivery early in 1988. John Brown Automation is also bidding for another car-engine assembly line in the Soviet Union, and a decision is expected on the contract, worth around £12m, later this year. The company faces competition mainly from West German and Italian companies for the con-

Pratt & Whitney prop-fan deal

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

aero-engine manufacturers, service from the early 1990s. the United Technologies Group, Formation of the new joint is the world's largest manufacturers, and also company follows the memoranturer of propellers, and also have formed a joint company the inventor of the prop-fan have formed a joint company to develop their new prop-fan of last year. concept of aircraft engines.

for a wide variety of new aircraft for the early 1990s, and several such engines are being developed_

They involve primarily the gether several major elements US General Electric GE-36 for of the world's aero-engine in-They involve primarily the medium-range type aircraft, while Pratt & Whitney and Allison have been developing the 578DX smaller prop-fan for short-range aircraft.

The new joint company, PW-Allison Engines, will aim to Allison is the major supplier produce a new engine for the to the world's military turbonext generation of 100 to 180- propeller market, while Hamil-

TWO OF the world's major seat airliners, for airline ton Standard, also a member of the two companies in February

This initiated development of The prop-fan is being offered the 578DX prop-fan engine, or a wide variety of new air-which is due to undergo flight tests on a McDonnell Douglas MD-80 series airliner this The new company brings to-

> Pratt & Whitney, a division of United Technologies of the US, is a rival to General Elec-

tric and Rolls-Royce in the bigthrust jet engine business. Allison is the major supplier

turer of propellers, and also the inventor of the prop-fan propeller system.

Progress on the Pratt and Whitney/Allison 578DX engine is reported to be good, and the two engine builders are still targeting for an engine to be in airline service on an air-craft called the McDonnell-Douglas MD-91X in the early

However, some doubt has been cast on the future of the prop-tan by the decision of Boeing of the US to think more in terms of offering the International Aero Engines' Superfan engine on its projected 7J7 150-seat airliner, in place of the General Electric GE-36

Indonesia fixes LPG accords with Tokyo

By John Murray Brown in Jakarta

INDONESIA yesterday com-pleted negotiations with Japan for two liquefied petroleum gas (LPG) development projects worth a total of \$880m (£628m). The deal, announced in Jakarta by Pertamina, the statefinanced up to 80 per cent by Japan's Exim Bank, with the remainder by 23 Japanese banks and seven insurance com-

The loan costs are to be recovered in part from sale proceeds of the LPG.

Pertamina reached a 10-year sales agreement in June 1986 with seven Japanese buyers, for the two plants, one in Arun in North Sumatra, and the other in Bonteng in Kalimantan, formerly Borneo.

Taiwan sets up \$145m integrated circuit plant

BY BOB KING IN TAIPEL

manufacture very large-scale integrated circuits (advanced semiconductor circuits).

Philips of the Netherlands holds 27.5 per cent of the new company, Taiwan Semiconductor Manufacturing Company. The Taiwan Government holds 48.3 per cent, and six local companies including Formosa Plastics, the country's largest conglomerate, the remainder.

Under the terms of the agreement, Philips will receive almost one-third of the plant's initial output of 10,000 6-in

Many of these will be fed into

TAIWAN has inaugurated a being manufactured in co-opera-\$145m (£103m) facility to tion with Avnet of the US. manufacture very large-scale The new company is starting out in the face of keen compe-tition from other chip manufacturers, most notably in the

US and Japan. Company officials and investors believe the operation will prove profitable almost from the start — first, because a large part of its output is already spoken for by Philips, and second, because it is entirely a manufacturing facility with no research and development or marketing

The company plans actively to seek high-volume customers with fairly consistent demand. On receiving specifications from these customers, the its chip assembly plant in Taipei On receiving specifications and ultimately exported in from these customers, the finished products such as a plant will manufacture and compact disc player currently turn over the finished products.

Morgan Grenfell in \$72m Turkish loan pact By David Barchard in Ankara

MORGAN GRENFELL of the UK yesterday signed a \$72m (£51m) idan agreement with the Turkish Government to cover the external financing costs of the Kazanci-Gumusova Motorway.

A consortium of Balfour Beatty of the UK and Entes of Turkey is expected to sign a contract with the Turkish highways authority next week to build the highway, which is part of a motorway which will run from the Turkish-Bulgarian frontier in Thrace through Ankara and down to the Syrian

border.
Under the terms of the loan agreement, \$42m of the deal will be a normal commercial loan carrying Turkish risk. The remainder will be covered by export credits from Britain and BY ANDREW WHITLEY IN JERUSALEM

ISRAEL'S two and a half-yearold coalition government appeared yesterday to be close to breaking up over the long simmering, controversial issue of a Middle East peace confer-

The true of the true of

February 25 lea

25.-79 IBC4

ANKS EXPOSUR

IN BRAZIL

15:00

Expense

1,413

45

are and NarWest met Than I per care of a ad the ow CTOOTL

1 says he

moral and that the

no and a series of the series

TO DA CO DOS ANDS

5 1779 back 810M | Bell

Frei Die Greeke

De lette, told the t

tark form

the Street was

11 Telephone ... 2

🖟 i the Somethie

in the second section

The Street

la confuncting pro-

12tsushila

Carla Retopera

A District of the second of th

THE CONTROL OF THE CO

Section that is

forgan Grent

, 572m Turk

Dart Bart

that country to

Cairo on a surprise visit not anybody's employee."

expected to concentrate on preparations for an international conference, his Likud coalition partner, Prime Minister Vitzhak Shamir, warned on Israel Radio, that the Labour Party leader would have no decision-making surperity in Feynt.

have no decision-making authority in Egypt In a belated attempt to curb the free-wheeling Mr Peres, who has, in effect, been pursuing his own foreign policy in recent mouths, Mr Shamir said the Foreign Minister could discuss bilateral Issues with President Hosni Mubarak of ised to reach any conclusions regarding an international conference before a full Cabinet Mr Peres met President Mubrak as Prime Minister in Alexandria last September for an ice-breaking summit.

Although this trip is known to have been planned for some time, it appears to have been brought forward at sort notice. Far from consulting the Likud leader in advance, Mr Peres ence.

As Foreign Minister Shimon home an obvious spub, saying Peres prepared to fly today to "I do not need approval. I am Cairo on a surprise visit not anybody's employee."

parties agree that, given the rival political leaders' personal rival political leaders' personal commitment to their divergent

positions on the way forward in the peace process, the per-petually squabbling coalition government may now have passed a point of no return. The Labour Party is unlikely Egypt, But he was not author- to bring down the coalition simply on the conference issue. It is more likely, at a time when Mr Shamir has shown in-decision over the economy, any election campaign is likely to focus instead on issues of

Angry exchanges in Taiwan parliament

BY BOB KING IN TAIPE

TAIWAN'S parliament yesterday erupted in a heated dispute as assembly are dominated by ageing members of the newly formed members elected 40 years ago on Democratic Progressive Party chalthe mainland who, under present lenged officials of the ruling Nation- laws, cannot be replaced until the alist Party on points of procedure.

in the chamber as a Nationalist parliamentarian attempted to drag away an Opposition member from the rostrum, while he was criticising Mr Yu Ko-hwa, the Prime Min-

The disruption was the latest in a series that members of the opposi-

On Monday newly elected opposition members interrupted oath-taking proceedings by grabbing microphones and shouting demands.

Ironically, the opposition has begun its agitation just as a select committee from the Nationalist Party, appointed by President Chiang Ching-kuo is recommending re- ben on the formation of new politiforms within both parliament and cal parties. These proposals along the national essembly that will allow native Taiwanese, from whose less of representation are the latest ranks much of the opposition is step in a long programme of reform drawn, a far greater voice in both that has moved at breakneck speed policy making bodies.

their collective strength, inten-sive research has shed light on

the increasing cost and un-acceptability of the migrant labour system which lies at the root of the problem.

Both parliament and the national Nationalists recover China, and At one point a first fight broke out new, free elections can be held

> The Opposition maintains that decisions concerning Taiwan should be made in accordance with the wishes, of the majority of citizens who were born here.

According to various analysts the tion party have staged during the preparatory and opening stages of the new session.

Nationalist committee is seeking ways to increase native-born participation in both bodies without apcipation in both bodies without appearing to undermine its claim to represent all of China - a claim partly maintained by the continued predominance of representatives elected on the mainland.

The government has accepted committee proposals to end nearly 40 years of martial law and lift the

MRS SOLITA MONSOD, the secretary of economic planning, yesterday called for drastic action similar to Brazil's suspension of interest payments on commercial debt last week in order to ensure country's economic growth is not held back by heavy debt servicing charges. Mr Jaime Ongpin, the Finance Secretary, would not comment on pressure led by

Mrs Monsod to consider sus-pending interest payments on the country's \$9.3bn commer-cial debt. Mr Ongpin still plans to travel to New York for rescheduling talks with the 12-member commercial bank advisory committee on March 3 and has no plans to postpone the meeting to study the Brazilian move despite reports to the contrary, his spokesman said.
"As long as the banks get

centive for the bankers to talk turkey," Mrs Monsod said. She was referring to the need of American banks to make provisions in their books if interest is more than 90 days overdue. The Philippines has not paid any prin-cipal since the country's financial crisis began in 1983. Late last year the commercial banks agreed to extend the moratorium for three months until the end of March.

the Philippine negotiating team but has the ear of the President and represents nat-ionalist feeling, has taken a tougher stand on the debt re-negotiations than Mr Ongpin since the talks began and in since the talks began and, in the past, has called for selec-tive debt repudiation. Brazil's decision not to pay its interest has sparked hopes, especially among nationalists, that the Philippines will be able to lower its interest bill as well. The talks with the banks

collansed last November when the two sides could not agree a new interest spread over London inter-bank offer rate (Libor) for the country's debt. One option the Philipprices is considering if the banks do not make an acceptable offer is to pay interest but freeze it in an escrow account in Manila, Mr Ongpin said last month and Mrs Monsod repeated yesterday. fonsod repeated yesterday.

However, Mrs Monsod's ideas go further than simply

demanding a lower interest spread. She wants long-term commitments from commercial banks that they will match bilateral and multi-lateral aid flows over the next

four years.
"With a net transfer of resources out of the country, how can we expect to finance things like land reform?" Mrs Monsod said, adding that the Brazilian solution should be adopted as a negotiating

Imelda's shoes inhabit a national shrine



Mrs Marcos: flashing beeks

nang Palace, where a year ago today Mrs Imelda Marcos might have stood choosing shoes for her last appearance in the Philippines, Miss Heidi Montesa. a McDonald's hamburger sales-girl turned tour-guide now tells stories about the last days of the would-be dynasty.

Malacanang Palace has become a shrine. For 20 years the home of former President Ferdinand Marcos and his avaricious wife until they were forced into exile in February last year, the palace is now a museum for the treasures and trappings of a rotten regime, and of course, to Imelda's now world famous shoes. For Heidi Montesa, the palace

has lost some of its ability to shock, "Imelda had gaudy taste and her gowns — I would not wear them — most of them

Richard Gourlay visits the Malacanang Palace in the Philippine capital

refers to the room where Mrs Marcos's 935 gowns and dresses line two walls like an over-stocked department store, as the "Wow" Room because nobody can believe their eyes when

they enter. Now the 1,060 pairs of shoes that Mrs Marcos left behind are stacked neatly in racks, many unwarn, some exotic such as her disco set with rechargeable flashing heels and almost none made in the Philippines as she claimed. They share shelves with rows of Christian Dior and Monsleur Rochas perfume, some of it in two litre jars, and empty jewellery boxes stacked

removed.

high. The 100,000 people who have

it opened as a museum last September now see it in a clini-cal and carefully inventoried state. Traces of the Marcos's complexion.
hurried flight into exile have The receip

now been cleared away. Cheap Casio watches used as election gifts during the flawed presidential campaign that triggered the dictator's downfall no longer litter Mrs Marcos's bedroom floor and the traces of a last hurried meal and the unmade beds have been

But while the palace has lost some of the feeling of recent flight, it is gaining its mytha and legends. There is the Univac computer in one of the studies that was said to link Mr Marcos directly to his bank accounts in Switzerland that the Government now suspects lodge up to \$5bn of the country's wealth. Then there is

passed through the palace since the pure oxygen found by Mrs Marcos's bed which she was supposed to have breathed each night to improve her

The receipt for \$1.43m from legend. the family at weekends. On rooms for state occasions a the board chalked maps show a dining room for Cabinet me the military camps and positions of the soldiers during the from the palace guest house.

colonial governor's residence values in Mr Marcos's time.

were replaced by plastic resin "stain glass" pictures dipicting Malakas and Maganda, the Adam and Eve of Filipino Elsewhere life sized a New York store for six portraits show the couple pleces of jewellery will pass into legend as will the blackboard in what is now called the "War Room," but was previously a small kitchen where this. She has refused to live in the same roles. the palace, uses a few large rooms for state occasions and a dining room for Cabinet meetings but otherwise operates

tions of the soldiers during the rebellion that triggered the civilian uprising and forced the the streets again to celebrate the first anniversary of the "People's Power" revolution palace for the first time was there seems little chance that shocked by the grotesque Mrs Aquino will follow in changes to the old Spanish Imelda's shoes. She couldn't anyway: Imelda takes an extrave-gant size 81 while Cory a

Canberra plans mini-budget to cut spending Indian economy in trouble

BY CHRIS SHERWELL IN SYDNEY

public expenditure to reduce an overshooting budget deficit in curb a continuing large current to contain the shortfall in 1987- of payments and to reassure

An "economic statement." The current account is pro-already dubbed a mini-budget, jected to reach A\$13bn to is to be made to parliament on A\$14bn (£5.6bn to £6bn) in the May 14, three months ahead of 12 months ending June 1987, the customary budget day in around the same as in 1985-86.

account deficit in the balance international financial markets.

AUSTRALIA'S Labor Party August. It is unlikely to inGovernment is planning cuts in clude tax changes.

The aim is to maintain the among the highest deficit in the OECD group of countries. In his budget lest August, Mr Paul Keating, the Treasurer, projected a federal budget deficit of A\$3.5bn in 1986-87. Although no figure was revealed yesterday for the likely outturn, economists forecast a deficit up to A\$1bn higher in the absence

This would make continuing containment of the deficit more difficult, and would be viewed negatively by sensitive financial markets. These have already marked down the Australian dollar by more than 20 per cent

since early 1985. The implication of yesterday's declaration is that the August budget will be tough, even though a general election is due before April 1988.

Pressure rises on Nakasone to spur economy

BY CARLA RAPOPORT IN TOKYO

PRESSURE FOR Japan to spur hot water with the opposition housing loan operation, a shift Ministry domestic demand is growing at and members of his own party from a zero-growth budget to a Trade and home, as well as abroad, in the over a proposed sales tax. Mr stimulative budget is not except the down when of the recent Paris agree.

Nakasone has his colours nailed pected to be considered in the more proposed. wake of the recent Paris agreewake of the recent Paris agree-ments on economic policy austerity and a balanced budget co-ordination.

Shintaro Abe, head of the ruling Liberal Democratic

o-ordination.

Speaking at a party gather principle now could seriously fell for the first time in 11 cent from the same period a party carrier of the same period and the same period a party carrier of the same period and the his term beyond this year.

Shintaro Abe, head of the ruling Liberal Democratic Party's executive board, said:
"Once Japan has made a pledge limited scale of bringing forto the world, it is necessary to see it through. In some cases, the Government may change its policies."

The statement increases pressure on Prime Minister controls on consumer loans and Yasuhiro Nakasone, already in his term beyond this year.

Current plans for pump-priming are on the usual, limited scale of bringing forward contracts for public works projects earlier than scheduled. Although various other schemes are under consideration, such as loosening controls on consumer loans and expanding the Government's

For over a century Basotho

from a zero-growth budget to a stimulative budget is not extended to be considered in the fiscal 1987 budget deliberations now underway in the diet.

Trade and Industry (Miti) said the downward trend was much more pronounced in the last quarter of 1986. For example, overseas shipments during the

Although the drop in the and the output of precision index for mining and manufacturing output was slight—a 0.3 per cent drop to 121.5—the put dropped 20

despite higher growth

INDIA'S economy faces serious financial year. Imports are problems on its balance of payments and levels of public expenditure during the next few years, despite an improved trend of Industrial and general trend of Industrial and general even though foreign exchange reserves are "comfortable," economic growth which pushed gross national product up 5.5 per cent in 1985-86.

This is the main message of the Ministry of Finance's Annual Economic Survey for 1986-87, published yesterday, which says that the country's economy "has moved onto a higher growth path" compared with the 1970s trend of 3.5 per cent. A growth of about 5 per cent is expected this year.

ster, who is also temporarily holding the Finance Ministry Exports are estimated to be rising at 17.3 per cent this year,

reserves are "comfortable," equivalent to four months' imports, the "overall balance of payments position remains difficult." It refers only briefly to problems faced on the country's debt service ratio which it claims stands at a satisfactory

The Government's resource position "continues to be under heavy pressure because of rapid increases in expenditure commitments." Spending on defence, interest payments The report provides the backcloth for the country's and major food and other sub-annual budget, which will be sides take up 70 per cent of presented on Saturday by Mr 1988-87 budget estimates compared with 67 per cent the previous year. There is also concern about

consumer prices which are rising at 7.8 per cent compared with about 6 per cent for the wholesale price index. a major improvement on a wholesale price index.

decline of 7.1 per cent in 19851988, but less than a growth of 25 per cent claimed by the cent more than originally esti-Government earlier in the mated.

This notice complies with the requirements of the Council of The Stock Exchange and does not constitute an offer of, or invitation to subscribe for or purchase, any securities.

£50,000,000



NHL First Funding Corporation PLC

Mortgage Backed Floating Rate Notes Due 2013



Guaranteed as to the payment of interest by Financial Security Assurance Inc.

(Incorporated in the State of New York, USA)

The following have agreed to subscribe for the Notes:

Salomon Brothers International Limited

S.G. Warburg Securities

Caisse Nationale de Crédit Agricole

Banque Paribas Capital Markets Limited

James Capel Bankers Limited Citicorp Investment Bank Limited

County NatWest Capital Markets Limited

Samuel Montagu & Co. Limited

Commerzbank Aktiengesellschaft

Daiwa Europe Limited Morgan Guaranty Ltd

Union Bank of Switzerland (Securities) Limited

Application has been made to the Council of The Stock Exchange for the Notes, Issued at a price of 100 per cent. plus accrued interest from March 1, 1987, to be admitted to the Official List.

Interest on the Notes is payable quarterly in arrear. The first payment falls due on March 31, 1987. Listing Particulars relating to the Notes and the Issuer are available in the Extel Statistical Service and copies may be obtained during usual business hours up to and including February 27, 1987 from the Company Announcements Office of The Stock Exchange and up to and including March 11, 1987 from:

NHL First Funding Corporation PLC St. Catherine's Court Herbert Road

Solihull West Midlands B91 3QE The Chase Manhattan Bank, N.A. **Woolgate House** Coleman Street London EC2P 2HD

James Capel & Co. James Capel House 6 Bevis Marks London EC3A 7JQ

Cater Allen Limited

February 25, 1987

La company de la compa

THE South African mining industry will be exposed to its most critical analysis yet by black miners at this year's annual congress of the National Union of Mineworkers (NUM) which starts in Johannesburg Safety and working conditions will be high on the agenda in the wake of last year's Kinross gold mine disaster, as will demands for prompt action to eliminate the last vestiges of racially-biased job reservation. But underlying this year's congress will be mounting pressure for drastic changes to the century-old migrant labour system after a bloody 12 months faction fighting in which over 130 black miners have lost their As black miners have union-ised and become more aware of

The century-old migrant labour system causes outbreaks which last year cost 130 black miners' lives.

For over a century the recruitment of migrant black miners from a pre-industrial rural and tribal background in neighbouring states and black homelands

Anthony Robinson reports on the violent problem of faction fighting

Volatile times for S African miners

the most obvious symptom.

In the past conflicts have often begun as fights over breaks, are both controlled by women, drink, theft or rowdy visitors to a hostel. In the conwick which is the most "liberal"

For over a century Basotho miners, with few employment opportunities at home in the independent mountainous kingdom surrounded by South Africa, have been the most stable element in the migrant mine labour force. In the Orange Free State gold mines, only two hours' drive from the capital of Maseru, they make up 80 per cent of the labour force in several mines. Accumulation of skills and seniority lation of skills and seniority ensures that the 109,000 Basothes hold many of the best paid and most responsible jobs. Their strong position in the industry was reinforced after the legalisation of black trade unions when Basotho miners soon gained a powerful position in the union heirarchy. Ironically, this re-created within the union similar ethnic tensions to those down the mine itself. The problem became more acute as the union extended its recruiting to more lower-paid Xhosa-speaking and

other miners.
Basotho-Khosa tensions rose further after the Lesotho coup when the military council, while encouraging Basotho miners to continue with their strictly "workerist" trade

in the past conflicts have often begun as fights over women, drink, theft or rower and relatively docile black visitors to a hostel. In the considering migrant work for the ement of tribally-organized on tribally-organized on tribally-organized on tribally-organized on tribally-organized on tribally-organized on tribal times helped prevent the emergence of class consciousness of worker solidarity across tribal lines and facilitated the task of management.

But as the industry gropes towards a new labour policy aimed at creating a more stable, better paid and skilled work-force, the migrant labour legacy is proving a major headache for both management and the better paid and skilled work-force, the migrant labour legacy to both management and the unionsation, the spill - over effect of political unrest, government threats to reparting from a foreign workers and resemment threats to reparting from a foreign workers and resemment at the way in which tribal reproduced in the spill and the foreign workers and resemment at the way in which tribal reproduced in the foreign miners whose job security forces equipped with sevenything from ammoured care as are of political unrest, government threats to reparting from ammoured care foreign workers and resemment at the way in which tribal reproduced in the fighting for the foreign workers and resemment at the way in which tribal reproduced for the traditional tribal system. Affical's known for the clisker and the fighting for the traditional tribal system. The began in January last of the problem, have set and the fighting at the fighting of the traditional tribal system. In the continuing problem to the fight of the traditional tribal system. In the continuing problem to the fight of the traditional tribal system. In the continuing problem to the fight of the traditional tribal system. In the continuing problem to the fight of the traditional tribal system. In the continuing problem to the minute of the minute of the minute of the fight of the traditional tribal system. In

Price Waterhouse given reprimand for 'cover up'

largest UK accountancy firm, was officially reprimanded yesterday by the Joint Disciplinary Scher (JDS) of the accountancy professional bodies for its role in covering up an attempted fraud by a public company it was auditing.

The reprimand, the most serious delivered against a large accountancy firm, comes after an eight-year investigation of the Depart-ment of Trade and Industry into Bryanston Finance, a secondary bank, and a two and a half year enquiry by the JDS.

Price Waterhouse, Bryanston's former auditors, appealed against the JDS findings, which were not published until yesterday, a process which took another year. Price Waterhouse has now been ordered to pay £273,000 as a contribution to the total inquiry costs of £476,000.

In what it describes as its flongest and most complex enquiry", the JDS singles out for criticism Mr Peter Ainger, a Price Waterhouse senior audit partner. His case has been referred to a hearing of the disciplinary committee of the Institute of Chartered Acountants in ing notes on its audit file. England and Wales.

accept the reprimand with regret, although it retained the "utmost

PRICE WATERHOUSE, the third detail about our audit," he said, tive directors of its discovery, which "But the business and regulatory led to its resignation as auditors. climate at the time was entirely difhave done differently."

The report of the JDS committee of inquiry, which was upheld in full on appeal, relates to the years 1973 and 1974. Some 34 of the 80 Price Waterhouse partners at the time, who are listed individually in the report, remain partners today.

At the time, Price Waterhouse was the auditor to Bryanston and to a subsidiary, Amalgamated Indus-trials Limited (AIL). The companies were run by two men, Mr Teddy Smith, a hatmaker, and Mr Per Hegard, a Norwegian, who were both severely criticised by the Trade Department report in 1983.

The first criticism in the JDS report relates to a sale - and subse made a serious error of judgment in failing to probe the matter further in its 1973 audit, despite the warn-

The most serious criticism of the Mr Jeffrey Bowman, Price Water- firm relates to its conduct on dishouse's senior partner, said last covering that some of All's directions of hight that his firm would have to tors were guilty of attempted false judgment were also made, says the accounting aimed at deceiving the report. It concludes that the firm shareholders of Bryanston, a public fell below the standard of conduct,

At the company's 1974 annual general meeting, Price Waterhouse failed to state the true reasons for its resignation but concurred with the statement that it was "by mutual agreement." Mr Ainger prepared a statement in answer to possible questions, which would have misled the meeting, the report finds.

In a letter in June 1974, Price Waterhouse told Arthur Anderson, one of the replacement auditing firms, that "we know of no professional reason why you should not accept appointment as auditors." It made no mention of the attempted fraud.

The report suggests that Price Waterhouse should possibly have remained as auditors until the situation was fully rectified.

res by a Bryanston subsidiary at an inflated price for the purpose of failing to qualify the 1973 accounts boosting the company's profits.

Price Waterhouse, says the report, waterhouse is also criticism. The report adds that the firm Waterhouse is also criticised for failing to inform the Bryanston board of the "improper leakage" of interest income on a deposit from a Bryanston-owned bank to a private bank of Mr A. T. Smith, the Bryan-

confidence" in Mr Ainger.

"If the same case arose today, we "a most serious error of judgment" pected of the auditors of public comwould probably talk in much more in failing to inform the non-execu-

Late entrant to newspaper war British Coal 'should 'not just a spoiling operation'

BY RAYMOND SNODDY

LORD BOTHERMERE, chairman of Associated Newspapers, said yesterday the resurrected Evening News was intended to be a permanent newspaper and not just a spoiling operation for Mr Robert Maxwell's London Daily

"It is intended to be a proper newspaper and a permanent newspaper and a very good one," said Lord Rothermere, speaking from New York where he was on a business trip.

The sim was to assemble jour-nalists and increase the number of editions. The paper would probably come out for at least two or three months to gauge de-

believe it is, the paper will be here for a long time," Lord Roth-ermere promised. As of yester-day afternoon for the first time day atternoon for the first time since the 1950s Londoners had the choice of three newspapers to buy, even if the Evening News was showing clear signs of having been put together by a tiny team of journalists in less than a

"The Sunday Pictorial was put together in seven days. We have done it in six days. I think that has get to be a record," said Lord The proprietor of both the Mail

and the Mail on Sunday added that it was almost certainly the least expensive newspaper lumch in history. The final cost, he said, was likely to be less than £500,000. It was the Monday before last

that Lord Rothermere, in Tokyo for a Euromoney conference asked the Evening Standard board to begin planning a resur-rection of the Evening News on the day of the London Daily

And so it was that yesterday the 24-page, single-edition, 125,000 print run paper, with one City of London story and only four journalists' by-lines, had be-

ber of 30,600. The Evening News closed in October 1989 on issue

STANDARD X

number 39,599.

The London Daily News came out a little late for its debut but out a little late are to nearly out.

Mr Maxwell was quickly claiming a sell-out for his gold top, early morning edition.

Just under 1m copies of the five-edition 24-hour paper were printed it is claimed although news vendors in the central Lon-don area reported interest, it was

"less than a sensational re-sponse" according to one. The Landon circulation war

lose legal ownership of coal reserves'

of its legal ownership of the nation's coal reserves, conferred on it merly the National Coal Board. at the time of nationalisation 40 years ago the Conservative House of Commons select committee for Energy said yesterday.

However, for the immediate future the corporation should remain in the public sector, it added. Labour Party members of the committee quickly dissociated themselves from the proposals

try under the present Government. The committee's proposals - and the Labour members' objections

The committee, under the chairprised seven Conservative Party and four Labour Party members.

Calling for changes in the status and structure of the industry, the the Crown and that the licensing of

BRITISH COAL should be stripped and small deep mines have to ob-

Such changes would represent a significant shift in the status of the coal industry since its nationalisa-

At a press conference to launch the report, Mr Geoffrey Lofthouse (Labour) said: "I oppose completely any idea of privatising the coal industry." He was "not convinced" by assurances by the Prime Minister which they claimed point to "creep- and the Energy Secretary that ing privatisation" of the coal indus- there was no plan to privatise the

said that the report did not propose -are contained in a wide-ranging privatising British Coal but merely and hard-hitting report published yesterday after a year-long inquiry into the coal industry.

However, the committee was out-

spokenly united in criticising Brit-The committee, under the chairmanship of Sir Ian Lloyd, comish Coal management and the Govread course Conservative Party exament, which it said lacked a credible policy for coal. It accused British Coal of lack of frankness in its handling of colliery closures.

report says ownership of coal reserves should in future be vested in the Crown and that the licensing of assurances that the wave of colliery coal extraction should be undertak-en by the Department of Energy. At ing of a further "haemmorhage" of present, operators of open-cast sites . jobs if oil prices remained low.

Tren

-317

Glaxo anti-ulcer drug wins 'over half of world market'

BY TONY JACKSON

SALES of Glaxo's anti-ulcer treat- tor, said he was confident that the new drugs a year for the next five ment Zantac have beaten expectations in the current financial year, the group said yesterday. The drug, claimed to be the world's biggest with sales of over \$1bn, now has over 51 per cent of the world mar-

In a three-way presentation to investors in New York, London and Edinburgh, the group said sales of Zantac could continue to grow by up to 25 per cent a year. Mr Ber-

drug could gain another two percentage points of market share in the next 12 to 18 months.

Thereafter Zantac's share would decline, Mr Taylor said, however, increases in the market overall would allow good growth, though at a declining rate, at least until the

In a review of drugs in the re-

years. Dr Devid Jack, research director, said: "Even if we manage half that many, we will be in a very

Glam said that this year it aimed to bring out two new products. Ceftin, a cephalosporin antibiotic, was expected to be launched in the US in the second half of the year. "We believe world sales of the product up to 25 per cent a year. Mr Bernard Taylor, group managing directions of the potential to bring out two major. Mr Taylor said.

Third Market turnover falls to low of £2.1m

BY ALICE RAWSTHORN

THE Third Market, the nea forum for dealings in small companies' shares, had its dullest week yet last week, with a turnover of just £2.1m according to the Stock Exchange. Since its introduction four weeks

ago, the market's performance has been erratic. In its opening week, interest from individual investors created a flurry of business worth £5.26m. Turnover fell to £2.57m in the second week, but staged an apparent recovery to £4.54m in the

Since the first week, demand for third tier shares has been concen-

Last week the pace of business in Eglinton slowed and the dearth of interest in other Third Market shares pushed turnover down significantly. Nonetheless, Corton Beach, the holding company which announced an acquisition last week, enjoyed brisk trading.

The Third Market Index, compiled by the stockbrokers, Credit Suisse Buckmaster & Moore, rose by just 0.4 per cent to 95.5 during week for the main stock market.

Given that the Third Market is trated on one company, Eglinton composed of small, speculative com-Oil & Gas which, as the largest panies, it was expected to emerge stock on the market, has dominated as a relatively illiquid forum. The licomposed of small, speculative comtrading. Market makers report quidity problem has, however, been sluggish demand for the other commore severe than most traders had

Assurers campaign to keep life intermediaries independent

BY NICK BUNKER, INSURANCE CORRESPONDENT

plans for a £5.5m publicity campendent intermediaries who want commission income. paign to help independent life in to keep their autonomy after the Many might then

They will be known jointly as one of the industry's new self-regu-Camifa - the Campaign for Inde- latory bodies. pendent Advice. The Camifa companies take nearly all their business
from independent agents, rather
than selling via a direct sales force.

They intend to launch "a vigorous it is products.

Observers believe that many in-

campaign" on television and in the Observers believe that many in-national press to increase public termediaties will sacrifice their in-dent intermediaties.

THE battle for Britain's life assur- awareness of the value of going to dependence because of the costs of ance industry heated up yesterday an independent adviser.
as 12 major life companies revealed Camira will also aim to help inde-

termediaries survive the impact of implementation of the Financial

complying with the act, coupled with the impact of a squeeze on Many might then become "tied agents," acting as direct salesmen

new regulations.

The group includes Standard

Life, Europe's biggest mutual life meet the cost of joining the Financial Intermediaries, Managers and Amicable and Norwich Union.

They will be known jointly as cone of the industry's new office.

series of seminars for Intermediaries in June, to set out the costs and

benefits of staying independent.

Mr Bill Morrison, Scottish Life's general manager, said he thought Camifa was making a mistake by limiting its membership to compa-

Argyll Group PLC

has acquired

Safeway Food Stores Limited

from

Safeway Stores, Incorporated

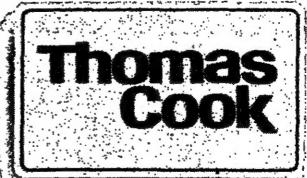
The undersigned acted as financial advisor to Argyll Group PLC and as a lead underwriter of a placing of £621 million of new Argyll equity.

The First Boston Corporation

Credit Suisse First Boston Limited

February 25, 1987

There's only one travel money service with no strings attached.



It's no surprise that building societies are noticing a sudden upsurge in their popularity. The Government has, after all, relaxed the rules about what they can and cannot do.

As a building society executive, you're very probably being bombarded with offers to help broaden your service to investors. (And anyone else who walks in off the street, for that matter.)

Take travel money. There's a lot of it about, in one form or another, and a lot of it will be financed by building society

So it makes sense to provide an attractive, profitable and well-promoted travel money package as part of your overall service. The trouble is that you can't always be

sure of the motives behind any offer which may come your way. Could it, perhaps, be little more than a convenient means of access to your customer base?

Thomas Cook Financial Services Travel money service with no strings

Thankfully, there is an exception. The travel money service from Thomas Cook Financial Services. It comes with no hidden extras. No ulterior motives. No strings. As the world's leading travel money

specialists, we've no interest in current accounts, savings accounts, loans or credit. Quite simply, we want to do business with you, not your customers.

Complete the coupon, and we'll let you in on the full story.

A story of the world's largest and most welcomed range of destination travellers cheques. Of fast and efficient delivery of prepacked foreign currency banknotes. Of simple administration and high profitability.

A story of personalised order forms, cheque covers, promotional literature and point-of-sale materials. A story of fact, not

fiction.

epruary 25 ikg

The LIA says that indemnity with no discount is currently the norm in life assurance. Ms Leach predicts that the new scales will leave intermediaries unable to afford to give their present level of service.

The association also attacks the other major change in the propos-als, that of cutting commission payents on life bonds to harmonise with that paid on unit trusts.

Andrew Taylor and Peter Riddell report on the Institute of Directors' annual convention

Thatcher sets out radical Britain 'needs cuts proposals for next term

MRS Margaret Thatcher yesterday set out her tax-cutting priorities for the budget and for a radical Conservative programme for the next pari-

In a characteristically ebullient speech to the Institute of Directors in London she reaffirmed the Government's intention to reduce income tax further but "only at the pace dictated by prudence.

Foreshadowing expected cuts in tax and borrowing in the budget she said: "Prudent financial management has contributed to growth and growth in turn has helped towards lower income tax, lower bor-rowing, and scope for higher spending on priorities such as defence, law and order, pensions and the

She reaffirmed her belief that "the citizen is entitled to keep the lion's share of his earnings", and in answer to questions said the Gov-ernment would have to keep "a close eye" on the "very worrying" comparative international level of higher tax rates, particularly in re-lation to the US, because of the need to keep the best managers in

Mrs Thatcher also claimed that "Britain's industrial base is now healthier than at any time at least a generation." These remarks led to a



Mrs Margaret Thatcher: ebullient speech

strong attack from Mr Neil Kinnock, the Labour leader, during authorities.

Prime Minister's questions and later from Mr Roy Hattersley, La-inghted yesterday's Green Paper bour's economics spokesman, both (discussion document) as further

the themes of the next Conserva-tive election manifesto. This follows Monetary System at present. She the completion of the reports of 11 said: "We could not have achieved policy groups which are now being the value of sterling now, both in restudied by the small strategy com- lation to the dollar and the D-Mark,

 Education, more power for head teachers, parents and governors, more choice in inner-city schools and a basic national curriculum of certain subjects and tests of attainment throughout schooling.

• A rates reform bill, in the next

parliamentary session to introduce a unified national business rate over a transitional period of five or tic rates and the rate support grant

 Sunday trading. A continued search for "an agreed and reason-able way" of amending the current law but "until we have got some kind of agreement I do not think there is much point in bringing for-ward legislation." She rejected the option of leaving the issue to local

of whom said that manufacturing strengthening the rights of the indi-output and investment were below vidual in relation to trade unions." 1979 levels. Mrs Thatcher reiterated her Mrs Thatcher also set out some of strong objections to the full partici-

mittee of senior ministers.

The Prime Minister highlighted: EMS."

Swan National Contract Hire

We show you all cost calculations

*We review the contract history of your

Order a factory-released vehicle and

used in our quote, even our anticipated

fleet and reflect the benefits in future

we'll provide a temporary car until it

The benefits

profit.

Open Disclosure.

2. Contract Review.

3. Pre-contract Cars.

contract pricing.

in taxes and more imaginative leaders'

Conservative government, accordtute's director-general.

Sir John Move these strands into a speech which took the need for training for leadership in government and the business as its main

He attacked 30 years of leader-less education that had left "a significant proportion of our young people illiterate and innumerate.

"Many of our younger people lack even the basic education need to take part in the economic process. We are short of people with technical skills. Senior managers and company directors are notoriously weak in their understanding of financial management."

Most important of all, said Sir John, was to teach people how to think clearly, boldly and with im-agination: the essential ingredients of leadership in government and

He claimed the campaign to re-duce taxation, backed by the insti-

and imaginative leaders in government and business. It also needs moral role to play in the wake of retax cuts, more capitalism and by implication another firm that the business leaders had a crucial moral role to play in the wake of retax cuts, more capitalism and by implication another firm that the business leaders had a crucial moral role to play in the wake of retax cuts. implication another five years of John Hoskyns told the conference.

Conservative government, accord—"If rules are broken and corners ing to Sir John Hoskyns, the insti- are out, a great surge of feeling against the capitalist sysem begins to build up. That system, with all its faults of imperfect markets and im-perfect human beings, has turned out to be the only system which of-fers any hope of material improve-

> ing leadership that was required by vernment and compani He gave a warning that compa-nies operating increasingly in a global market, could easily move their operations elsewhere if government

> made life too difficult for them. The policy framework they (government) offer to business must match those on offer elsewhere in the world. If it does not, business will take its skills, its investing power and its employment opportunities abroad leaving its domestic government to deal with economic

and social consequences." Sir John, said that it was absolutely essential that the Government's present economic policies

DON'T BUY ANOTHER

COMPANY CAR.

Rover chief attacks 'failure of education to serve industry'

BRITAIN'S education system was duction practices was as essential including the formal educational not producing the stream of managerial talent which business and industry requires," Mr Graham Day, chairman and chief executive of the Rover car group told the con-

Mr Day said courses organised by colleges and universities too of-ten failed to meet the needs of industry and commerce, which were trying to grapple with a rapidly changing environment.

Management could be criticised

for not putting enough emphasis, thought and investment into re-training throughout all aspects of

Continuous retraining to cope "I have a continuing concern that rather than those of the with changing technology and pro-

workers.

or totally new skills cannot be quires. viewed as a one-off exercise. Indeed, the time is close upon us when, for the most part, skills en-struction on a topical subject but

ployment," said Mr Day.

Military technicians, aircraft pilots and surgeons were already used to continuous training or re-

stream of managerial talent which "The process of acquiring top-up' business and industry currently re-

"All too often the typical short when, for the most part, same ear hancement will become an ongoing process in the normal course of emprocess in the normal course of emprocess

Retraining was also necessary vant to managerial development for both managers and individuals
whose skills had become obsolete.

Too many are directed towards the
needs of the programme promoters "I have a continuing concern that rather than those of the would be

City 'must spend more on training'

THE City of London needs to spend more on retraining to protect its in-tegrity and profit fully from the deregulation of financial markets, said Sir Kenneth Berrill, chairman of the Securities and Investment

Board (SIB).
The SIB this month applied to the Government to become the overall

regulating agency for the financial services industry. Sir Kenneth told the conference that deregulation meant new skills

conglomerates offering a wide Sir Kenneth said that as financial range of competing investment products caused new problems. The public had to be protected from conflicts of interest within investment supplying investment services. groups over the products they recommended. There were also wor-

Asked whether the SIB's rules on ries over fraud and insider trading. insider trading unfairly discouraged company directors from hold-Companies had, however, spent ing and trading shares, the SIB only a small amount on retraining chairman said the rules were not an by comparison with the large sums unfair compromise and would help devoted to new trading floors and combat insider trading.

Centrex system 'unfair competition'

Telecom and its rival, Mercury makers of private exchanges have ations. The association wants Oftel told the Office of Telecommunications (Oftel). Oftel is the industry's

regulatory body.

The exchange system, called Centrez, is common in the US but so far almost unknown in Europe. It works like a private switchboard dedicated to the individual needs of business customers, but is located within a public exchange.

It can thus offer businesses the use of a sophisticated digital exchange without the headaches of installation and maintenance, and provides more flexibility as the te-lecommunications needs of a com-been delayed, partly because for the provides more flexibility as the te-

The Telecommunications Engineering and Mammacturing Asso- change orders is likely to be for association, is concerned, first about discrimination against private exchange manufacturers in

tariff structure for Centrex. New private exchanges which are to be linked to the public network have to go through a lengthy test-ing programme. The manufacturers argue this to be an expensive and time consuming business to which

Centrex would not be exposed. "Centrex should not be allowed to steam ahead while we have to spend a lot of money on approvals,"

Lautro

proposals

THE Life Insurance Association

(LIA) has attacked the commission

scale for life assurance and unit

the Life Assurance and Unit Trust Regulatory Organisation (Lautro).

trust industries under the financial

tro's commissions committee. Ms Leach also warned of its disastrous

impact on small independent in-

The proposed commissions scale would radically change current

practices in commission payments, which the LIA says would cut in-come to independent intermedia-ries while financial services legisla-

tion was imposing substantial extra

attacked

By Eric Short

services legislation.

BY TERRY DODSWORTH AND DAVID THOMAS A NEW telephone exchange system Mr Michael Hart marketing man about to be introduced by British er of Philips Business Systems said On the second issue, according to Communications, could take a large the private exchange manufactur-slice of the private exchange mar-ers, BT and Mercury could subsi-kets through unfair competition, dise Centrex from their other oper-

> to lay down rules to prevent such cross subsidisation. Mr Barry Hannan, sales director of Telephone Rentals, a leading distributor of private exchanges, said: "We don't even know what the ta-

> riffs for Centrex will be." Oftel said it would examine the introduction of Centrex carefully to ensure fair competition. It had however, no intention of holding up

tomers might want to use. first time it has asked its suppliers to offer Centrex.

The next round of public exfour exchanges with a total of abou 600,000 to 750,000 lines. Decisions on this round were ex

pected in January, but may not now he made until next month. One of the delaying factors is u specifying for Centrex including BT's demand that the Centrex faci

ities on System X and System Y, the two big public exchange sys-tems, must be fully compatible. BT plans to open a third Centre exchange later this year. Mercury hopes its first 10,000-line Centrex exchange in the City of London will start operating in April.

Weather claims hit insurers

By Eric Short

LAST month's snowstorms could cost insurance companies in the UK trust sales proposed last month by claims, according to the annual ar alysis of the UK insurance market by Warburg Securities - the securi-ties division of Mercury Interna-

Lautro is proposed as the supervisory body for life assurance and unit However, it does not expect large increases in house insurance premiums as a result. Over the past two Ms Christine Leach, the associa-tion's president, described the pro-posals as impractical in a letter to Mr Brian Wright, chairman of Lauyears the insurance companies have substantially increased their house building rates to take ac count of more severe winter weath-

> The survey also does not expect insurance companies to make more than selective increases to their house contents insurance rates raised in 1984 and 1985. Last year the companies made only selective increases to these rates.

It is a different picture for private motor insurance. The survey says that UK insurance companies last get their motor accounts back in balance to offset rising claims.

The 12-month moving, average of rate increases accelerated during the year from 15.3 per cent at the beginning to 23 per cent by December. Many of the big insurance com-panies, including General Accident, Royal Insurance and Eagle Star, made three increases during the

Warburg Securities does not ex-pect these increases to restore the companies motor accounts to profit. It forecasts further big increases in motor premium rates this year, albeit at a slightly lower level than

LET US.

4. <u>Service around the Clock.</u> We offer roadside assistance every If you buy your company car fleet your costs are just beginning. Swan National's Open Disclosure

policy can prove that our Contract Hire not you home service. only gives you more benefits but also saves 5. Accident Repairs Damaged vehicles are rapidly repaired nationwide at contract rates.

> 6. Guaranteed Mobility.
> We offer a replacement car service from around 100 offices nationwide.

7. Better Cars, Better Rates. If your drivers look after our cars, we reflect the savings in our rates.

8 Car Repatriation. We move any car to any location nationwide, at cost.

9 Fleet Insurance Plan.
Insurance premiums can be fixed for contract life, and included in the rental.

10. Fleet Fuel Monitor Card.
Offers free fuel credit facilities at over hour of the day, and free out-of-hours get 10,000 UK outlets, plus weekly statements and cost analysis.

> 11. Massive Financial Resources.
> With the support of the TSB, our parent company, no fleet finance programme is too large for us.

12. The Big Fleet League.
Our massive buying power gets you the best deals available, always.

All of which means, letting us 'buy' your company cars saves you time, trouble and money. For details call our Consultant on 01-684 0011.





Take the bull by the horns...

The new year has begun with a bang. The Dow attained a benchmark 2000 on January 8th and continues its trend-setting pace; reaching 2191 a mere month later.

We think this bull market will continue in the months to come and our new "Action Alert" sets out our strategy for making the most of the early season's opportunities.

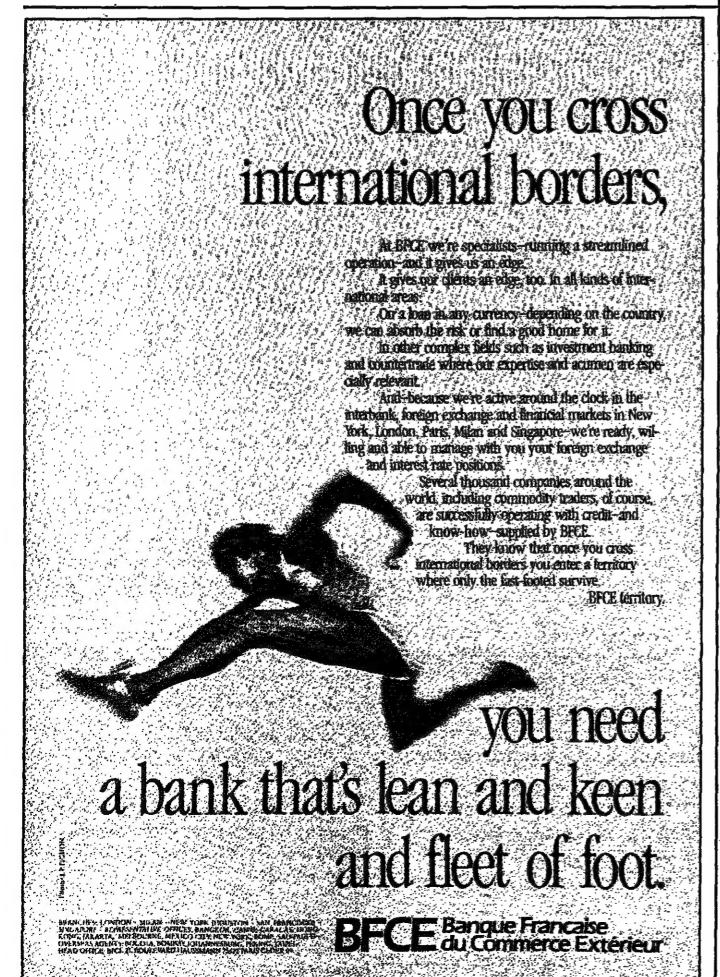
Compiled by Prudential-Bache research analysts, our new "Action Alert" presents an overview of the 1987 equity market and lists twelve stocks that offer real growth potential. We think the way is clear for investors to isolate selected issues that should outperform the market. Secondary stocks, high unit growth and domestic U.S. companies are likely to do well and we see our selections offering superior earnings growth potential for the future.

As an international financial services organisation with global trading and research facilities, we have the resources to put current market trends into perspective. (And of course to advise you on all markets - not just the U.S.)

If you'd like to get the full picture, send for your copy of our "Action Alert".

with our new Action Alert.





UK NEWS

Tourism funds increased 28% to create new jobs

THE English Tourist Board yester-day outlined plans to significantly boost investment in English tour-ism and create some 250,000 new doubtedly create many more jobs, 230m. More than 8,000 jobs have jobs over the next five years.

The move is backed by the Gov- 250,000 new jobs over the next five ernment, which announced yesterday that it is increasing the board's tourism development fund by 28 per cent in the next financial year to

The board's direct grant is also being raised from £10.3m at present to £11.3m in the next financial year. The English Tourist Board hopes these funds will enable it to encou-

rage capital spending projects such as indoor leisure resorts, holiday villages, conference and exhibition facilities, and hotel schemes. Mr Duncan Bluck, the board's chairman, said yesterday that "our target is to stimulate 53hn to 54hn of investment in the tourism industry over the next five years."

The board hopes that such investment will help almost to double the amount spent by tourists in Eng-land over the next five years - from Eilhn last year to £21bn by 1991.
Some £5.2bn, was spent last year by domestic tourists in England, with £5.9bn coming from overseas

doubtedly create many more jobs," said Mr Bluck, "Our target is

Lord Young, the Employment Secretary, yesterday welcomed the board's development plans. "By encouraging tourism we are supporting a great growth industry and one which will continue to make a major contribution to the prosperity of

this country," he said. "But the key to success must be the industry's willingness to invest

Tourism is now one of Britain's major industries, with tourists in England, Scotland, and Wales spending some £13tm last year. Tourism accounts for about 5 per cent of the UK's gross national product and employs some 1.4m people either directly or indirectly. This is about one in every 15 of the

than 2,000 tourism projects, gen-erating investment of more than £330m. More than 8,000 jobs have been created under this scheme.

The cornerstons of the board's new programme is a special innova-tion fund to assist projects with cap-ital costs above £100,000. Smaller developments will continue to be assisted by the regional tourist

The board hopes that these two schemes alone will stimulate capital investment of £800m over the next five years, and create 23,000 new jobs. This represents about a fifth of the board's target for total investment and some 14 per cent of the overall job forecast.

The bulk of the capital investment and job creation will, how-ever, come directly from private investment. The board plans to create the right framework to encourage this investment.

The tourism industry is a private sector industry and long may it re-main so," said Mr Bluck yesterday. The board's new development main so," said Mr Bluck yesterday. Programme – called "A Vision for "It is our job in the English Tourist England" – replaces the previous scheme operating over the past four job in the English Tourist England" – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating over the past four job in the English Tourist England – replaces the previous scheme operating the past four job in the English Tourist England – replaces the previous scheme operating the past four job in the English Tourist English Tourist

The committee, headed by Lord Nelson of Stafford, recommends

that the Transport Secretary should

chair an advisory council comprised

would be a forum to review trans-

port needs and a stimulus for re-

The peers reject any sort of cen-trained national planning for trans-port but say that governments "can give a strong lead in transport poli-

cy and ensure there is a stable

arch and development

Hanson to back city colleges

By Michael Dixon

HANSON TRUST, the industrial conglomerate, and Lucas Industries, the automotive components and engineering group, yesterday emerged as the first business back-ers of the Government's planned city technology colleges (CTC). Hanson is to provide £1m for the

Lucas and

first of the 20 proposed colleges which, Mr Kenneth Baker, Educa-tion Secretary, announced yester-day, is to open in Solihull, West Midlands, in September 1988. Lucas will give managerial aid,

including the services of a senior executive to supervise the detailed preparations. The site, formerly used by Kingshurst School, is being made available by the Solihull local education authority.

colleges, which will cater for selected 11 to 18-year-olds with practical aptitudes for technology, design and scientific work, were an-nounced by Mr Baker in October.

His plan is that companies and other private sponsors will furnish capital of at least £1m and form trusts which will own and manage the new institutions, which are to the new institutions, which are to be set up mainly in urban areas. The running costs will be met di-rectly by central government if it is satisfied with the equipment, staf-fing and curriculum provided. Ministers see the scheme as the

spearhead of Tory hopes of resur-recting a semi-independent sector of schooling outside the control of local education authorities. The colleges will also reverse the comprehensive school movement, by pro-viding a more specialised secondary education to children with appropri-ate aptitudes.

Mr Baker's plan has been strong ly opposed from the outset by estab-lished educational interests, including local authority associations, as well as teachers' unions.

The announcement of Hanson Trust's and Luces Industries' backof leading figures in the transport industries, local government and academic research. The council ing of the project was accompanied by a protest from the Association of Metropolitan Authorities that the colleges "are not relevant to the needs of the cities; we see that they could do great damage and waste public money."

The National Association of Head

Teachers emphasised that it "remains firmly opposed to the intro-duction of these colleges because they go against the principle . . . of helping all children and young peo-ple. CICs will help only some at the expense of others."

British Petroleum, officials concerned with education have voiced doubts about the scheme in case it damages their good relations with the local authorities

an imaginative and challenging

Worldwide XJ-S sales rose 17 per cent last year to a record 8,820 cars. Too few XJ-S cars had been sold to justify fitting an automatic to the six-cylinder model. But the move has become viable following the launch late last year of the XJ saloons, which use the same engine and a XE transmission.

step.

TSB, the banking group, is to—fund a new centre at Manchester University to conduct research on issues including consumer debt and the impact of last year's Financial twill spend £500,000 over the next five years to support a Financial step.

TSB, the banking group, is tofund a new centre at Manchester five years to support a Financial Services Research Centre set up by Jaguar also announced specification changes across the XJ-S model range, including electronic engine ment at the University of Manches ter Institute of Service and Technol-

Study into Clyde as develop transport **Europort**

By James Buxton

A STUDY is to be made of the fee sibility of using the Clyde estuary as a terminal for transatisatic ship-ping destined for Continental Europe when the Channel Tunnel comes into operation in the 1990s. The Scottish Office is to pay balf the cost of the study.

The Edinburgh-based consultants PIEDA are to examine a concept proposed by Mr John Davidson, Di-rector of the CBI Scotland, and christened Eurowestport. It is based on the premise that since the Clyde estuary is 30 hours salling time closer to North America than Continental ports, there could be advantages for shippers in having cargo officeded from ships onto trains in the Clyde estuary and transported by rail to the rest of Eu-

rope.

The scheme would make use of ports such as the bulk terminal at Hunterston and the container terminal at Greenock on the Lower Clyde. Hunterston might have to be expanded. It might also be necessary to upgrade the M74/A74 Glagow-Carlisle road to motorway standard throughout, and improve local roads around Hunterston. But no figure has been put on the

The Scottish Office is to contrib ate up to £8,000 to the study, which is being commissioned by the Clyde Port Authority. An attempt by the Scottish Office to obtain finance for the study from the EEC Commis-sion in Brussels has been abandoned after no firm answer was re-

Mr Davidson believes that Eurowestport, if it were found to be workable, would enable the west of cotland to benefit more from the hannel Tunnel project.

Government urged to

FINANCIAL TIMES REPORTER

A TOP-LEVEL advisory council for the transport industries is recommended today by a Rouse of Lords committee which criticises the amount spent by the Department of its of an improved transport sys-

The committee calls for government to give "more positive sup-port" to the development of the road and rail system. It says that West Germany, France and the Nethercommittee members - all give transport a higher priority than the

"Transport accounts for up to 29 per cent of the UK gross domestic product," says the committee on science and technology in a report on innovation in surface transport. "If the system is not capable of moving people and goods efficient-ly, the country will be the loser in

Innovacion in Surface Transport, Iouse of Lords Select Committee in Science and Technology, HMSO Jaguar model launched

pects a further boost in sales of its XJ-S coupe and cabriolet models this year after today's launch of six-cylinder models fitted with a West German-built ZF automatic trans-

Jaguar said yesterday that it had been "under some pressure" from potential buyers to produce an auto-matic version of the six-cylinder HJ-S. The automatic option has to date been available only on the VI2engined XJ-S, which has a General Motors transmission.

The new versions increase the XJ-S range to six models, and Jag-uar hopes they will help increase

XJ-S sales by at least a further 10 per cent this year. Growth is particularly hoped for in France, Italy hull yesterday that the scheme was JAGUAR, the huxury car maker, ex- XJ-S sales by at least a further 10

and Spain.
Worldwide XJ-S sales rose 17 per

and a ZF transmission

management and trim improve-

This advertisement is issued in compliance with the Regulations of the Council of The Stock Exchange

Application has been made to the Council of The Stock Exchange for the whole of the issued Ordinary share capital of RCO Holdings FLC to be admitted to the Official List. It is expected that the Ordinary shares will be admitted to the Official List on 27 February 1937, and that dealings will commence on 3 March 1987.

RCO Holdings PLC

Placing by

Kleinwort Grieveson and Co

1,650,000 Ordinary shares of 10p each at 95p per share

The principal activity of RCO Holdings PLC is the provision of cleaning and related services to clients at commercial and industrial sites, military establishments and hospitals throughout England.

Share Capital

Issued and to be issued fully paid

Authorised

£1,500,000

in Ordinary shares of 10p each

The Ordinary shares now being placed will rank in full for all dividends and other distributions bereafter declared, made or paid, save that they will not rank for the dividend declared on 19 February 1987, to be paid on 1 April 1987.

Particulars relating to RCO Holdings PLC are available in the statistical service of Extel Statistical Services Limited. Copies of the Listing Particulars may be obtained during normal business hours (Saturdays and public holidays excepted) up to and including 27 February 1987, for collection only, from the Company Announcements Office, The Stock Exchange, Throgmorton Street, London EC2P 2JX and up to and including 11 March 1987, from:

RCO Holdings PLC RCO House, 149-157 Kings Road Brentwood, Essex CM14 4EG 25 February 1987.

Kleinwort Grieveson and Co 20 Fenchurch Street London EC3P 3DB

inson to

FOLLOW THESE 5 SIMPLE RULES AND YOU TOO COULD MAKE \$464,000,000.

To look at the burgeoning profits of Hanson Trust, one might imagine we had glimpsed the business equivalent of the Philosopher's Stone.

In fact, our secret is far more prosaic. We have simply established a few rules which guide every decision we make.

As you read them, they may seem like nothing more than good old-fashioned common sense. We wouldn't disagree.

1. ALWAYS PUT THE INTERESTS OF SHAREHOLDERS FIRST.

Hanson Trust doesn't belong to the management. It belongs to some 165,000 shareholders. It is therefore our duty always to put their interests first.

2. INVEST IN BASIC INDUSTRIES.

We invest in industries providing basic goods and essential services to proven markets. Thus, our shareholders are spared the hazards of changing fashions and leap-frogging technology.

3. ALWAYS CONSIDER THE DOWNSIDE RISK.

When considering an acquisition, our first question is "How much could we lose if it all goes wrong?" And if the answer makes us nervous, then we don't proceed.

4. AGREE BUDGETS WITH OPERATING COMPANIES.

BUT NEVER INTERFERE DAY-TO-DAY.

If an operating company wants to develop a new product, or, indeed, paint it sky blue pink, that's fine by us. They simply tell us the cost, the benefits and the attendant risk.

Provided we agree their budget, it will then be up to them to come up with the goods as promised.

5. REWARD EXCELLENCE.

We all need a little motivation in this life.

Thus our share option scheme is reserved not for a chosen few, but spread widely amongst managers throughout our operating companies.

Furthermore, when any one of them turns in an exceptional performance they receive an equally exceptional bonus.

Now you know the secret of our success. But if you wish to emulate it, you'll have some catching up to do.

For 23 consecutive years we have turned in record profits, and last year's reached £464,000,000.

So those rules of ours are indeed golden ones.

HANSONTRUST

A company from over here that's also doing rather well over there.

TECHNOLOGY

What drives the DAT revolution

Carla Rapoport in Tokyo looks at the technology behind digital audio tape

"ANNOUNCING the greatest technical advance in the history of home sound recording," said the Aiwa brochure in buge letters. That may or may not be true, but digital audio tape (DAT) is certainly causing one of the greatest controversies in the history of sound recording. The technology which makes DAT so special is also its undoing, according to the inter-national music industry, DAT recorders use the binary language of computers to store

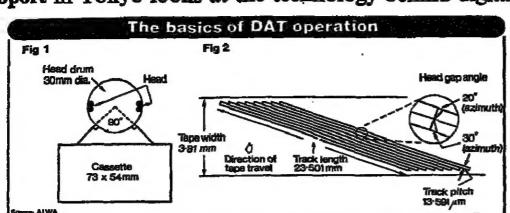
and reproduce sound, a system which is almost completely immune to distortion, noise and imperfections. The result is music reproduction which equals or surpasses the quality of com-pact discs. But DAT can also erase and re-record. It is this ability, according to the music industry, which would allow wholesale copyright infringement, and undermine the music

Nonetheless, four leading Japanese electronics companies -Sony, Matsushita, Aiwa and harp-unveiled DAT products Sharp—inveiled DAT products popularly or CD players and in Tokyo last week and JVC is their lower price, leads the inexpected to announce a DAT dustry to predict that DAT will system this week. As the controversy surrounding DAT is not for many years. Manufacentred in Europe and the US, turers say DAT will replace anamarketing plans are limited to the domestic market for the market. Alwa forecasts that DAT will enlarge Japan's time being.

Although the companies do not say so directly, it is under-stood that the industry hopes to sell the product in Europe and the US by the end of this year at the letest. As a result, it is boping to catch the eye of retailers and consumers worldwide before the controversy over copyright infringement gathers more pace. Japan accounts for 90 per cent of consumer electronics manufacturing world-wide, and it is quietly hoping that the attractions of the product will help it win over consumers and thus, ultimately, the music industry.

Based on the technology of the video cassette recorder, DAT players have a rotating head which "reads" the tape, in much the same way as video cassette recorders (VCRs) "read" videotapes. Its cassettes, which are about half the size of conventional compact cassettes. look like tiny video cassettes as they are almost entirely en-closed by their plestic case. The tape itself is based on the same magnetic metal powder material used in conventional cassettes.

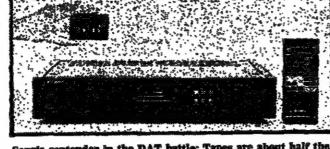
Although the close-box design of the cassette will protect it from fingers and dust, DAT by



nature is more vulnerable to deterioration than the compact disc (CD). This is because the DAT player's rotary head is in constant contact with the tape while compact discs are touched only by the laser beam which "reads" the pre-recorded music on the disc.

This reason, plus the current popularity of CD players and their lower price, leads the in-dustry to predict that DAT will not supplant CD sales, at least market. Aiwa forecasts that DAT will enlarge Japan's domestic sales of tape recorders fivefold by the mid-1990s.

Although the cassette is minisized, the DAT deck is not. Aiwa's is 43 cm by 42 cm and weighs 11 kg. The cassette is loaded by means of a front tray loaded by means of a front tray which automatically rejects an improperly loaded cassette. Once loaded, the tape is guided around the rotary head (see diagram). The relatively small angle (90 degrees) of tape contact with the head drum is an important reason for the com-



Seny's contender in the DAT battle: Tapes are about half the size of conventional cassettes.

pact construction of the DAT logue compact cassette. However, the speed of the machine The rotating head, or drum, is slowed by the heads, which has two smaller heads located on either side. When one of these heads is not in contact with the tape, audio signals are retained in the machine's accord. This gives a relative yen 180,000 (\$1.300). But the machine's accord. (\$\text{Fig. 2}\$ chows the tracks.

CHIP WITH AN EYE TO COPYRIGHT PROTECTION

THE Japanese believe they are protecting the copyright owners by their own "Copy owners by their own "Copy Inhibit" system which they have worked into the DAT have worked into the DAT machines. Copy Inhibit is integrated into one of the machine's main ISI (large-scale integration) chips and prevents direct digital-to-digital copying of compact discs (CBs) by DAT. In order to remove the Copy Inhibit, the consumer would have to replace the LSI with

new, custom-designed

This chip obliges the con-

sumer who wants to copy his or her CDs to use a conventional analogue amplifier, thereby routeing the sound from digital output to analogue and back to digital. So far, no Japanese companies have given demonstrations of this process, but most say the deterioration of sound quality would be hard for the average consumer to for the average consumer to

ference last week that the loss would be equivalent to 6 decibels, but pointed out

that this loss in quality is a one-off event. Fature copies made of this tape by a DAT machine would not suffer any further less in quality.

Industry analysis expect small chip designing com-panies in Japan to come out quickly with a replacement chip for the Copy Inhibit unit, thus enabling retailers to replace one with the other. For the manufacturer's part, they say such an operation would be risky because the consumer would lose his warranty rights. slower than the automatic quick search function on a compact

disc player.
Currently, the cassette will record two hours of music, although Japanese engineers expect that capacity to expand to six hours. DAT also offers a large subcode capacity, which means that information other than music can be put on the tape. This information, which includes the number of songs and where a song or speech be-gins and ends, will allow the user to do simple programming of his or her tape. Matsushita's machines, for example, can pro-gramme and play up to 99 selections in any order of play.

All the DAT machines also have a mechanism called Skip ID, which allows the consumer to programme a tape of, say, a radio programme, by skipping over all the narration and commercials. For example, if this function was available on a VCR the user could tape a tele-VCR, the user could tape a tele-vision programme to show only the drama, not the commercial

DAT also has an intro-play function, which allows the listener to hear the first eight seconds of each song on the tape. DAT's dynamic range, which measures the sound range from the lowest to highest tone, is 90 decibels. This is slightly higher than that of CDs. The average listener, however, would not notice any appre difference between CD and DAT's sound quality.

yen 200,000 (\$1.300). But the manufacturers are already at work on bringing the price down. Most say that production costs should be no higher than those for making CD players, and they are seeking to reach parity with CD prices within two years. As for miniaturising the DAT machine to a portable stereo size, Sony says this may take three or four years. Sony's belief that the music

Sony's belief that the music industry will come to love DAT was underlined at its press conference last week when it also announced a duplication system for software production. The machine, for which Sony will accept orders in the spring, can be connected to a CD mastering system and will operate up to 50 DAT slave recorders at one time. The speed will be real time, not high speed duplica-

A high-speed duplicator, Sony says, has passed the prototype stage and "is now on its way to commercialisation."



Edited by Geoffrey Charlistr

How French can snap up burgiars

SYLKON, an electronics company in the South of France, has developed a security system for business premises which will photograph the in-truders, ring the police and tell them the address. It will also phone the owner at home and, if desired, send him a picture of the scene over the telephone line.

The control unit can deal with nine intrusion signals from ultrasonic detectors, volumetric radars (they sweep over a known volume of the premises) and from standard electrical break circuits in items like floor pads and windows.
Following an input from

Following an input from any of the detectors, the unit can ring three numbers, perhaps the police, the owner's home and a private security firm, and deliver a spoken measage of up to 40 words. In France, the unit uses the Minitel system (similar to British Telecom's Prestel in the UK) to send a still picture of what is seen by the Sylkon's cameras.

Large-scale fax use by Lloyds

LLOYDS BANK in the UK is putting 1,800 facsimile machines into its High Street branches and its head office departments. It is the first UK bank to use fax on such a large scale. The £3m order for the

machines went to the Japanese company Canon.
Facsimile transmission is expected by Lloyds to improve services for customers through the rapid transmission of information between bank offices, and between the bank's branches and its customers.

Viewdata gets the picture

IN THE UK, British Telecom and the Tanbridge Wells company Viewtert have jointly launched a private viewdata (videotex) system that is able to send colour stills in about half a minute over ordinary telephone lines.

Viewdata is a standard for-mat and phoneline transmis-sion system for text and graphics and is used by the BT Prestel public informa-tion service for display on TV menitors. Viewtext's sysbut is for the formation of private systems by companies that need to send calour pa-tures as well as text and graphics.

Viewtext's marketing manager Denise Closier believes travel agents will be the first to use the system but she is also talking to estate agents and picture libraries. Picture quality is equivalent to that on domestic television in the IR.

The starting price for those not already equipped with a private viewdata main computer is from £20,000, plus the cost of IBM personal computers/ software as working terminals, and the cost of colour cameras.

Cleaner cut for holes in walls

PLUMBERS builders, making a hole through a brick wall to run service pipes is often a ques-tion of hammer and cold



know how ragged the result can be.

Using a system called Cor-Bor 1900 offered by Fixings Delivery of Bedhill, UK, perfectly neat boles up to 152 mm (6 in) in diameter can be cut in single or double leaf walls. Very little noise

Ford manage quality with Husky

is produced because only rotary motion with diamond cutters is used (no hammer action).

-

1

THE STATE OF

TILL

20 mg

.

THE LABOR OF

. <u>1</u>244. .

STRAFFE,

TANT

Personal touch to answering service

AN IBM personal computer (or a compatible machine) can be turned listo a speech and data communications unit using an £800 plug-in printed circuit board introduced by Lion System Developments, of High Wycombe in the UK.

The board, called Orator, is connected to both telephone handset and the phone line. Then, by using the keyboard as directed by menus that appear on the screen, the user can have telephone answering facilities (with the times recorded) and a teletimes recorded) and a tele-phone directory with search

and short-code dialling.

In addition, remote data services can be accessed, electronic mail sent and collected, data files transferred elsewhere or acreens of viewdata inferential entered.

All voice signals are digitised and recorded, along with data, on the PC's disc unit.

Big screen role for Mitsubishi

MITSUBISHI ELECTRIC has MITSUBISHI ELECTRIC has launched a £4,000 colour display meniter with a 37 in diagonal tube. It is almost mainly at teaching and exhibition applications. Designated EC-3719, the giant meniter has scanning systems that enable it to work in almost any display mode from television conferencing to computer aided de-

encing to computer aided de-sign, business graphics and videotex.

Contacts:

UK, 024026 3951. Canon (UK): London, 773 3173. Sylkon: Nice, France, 9355 1758. Fixings Delivery: UK, 0787 67656. View-text: UK, 0892 511000. Mitsu-bishi Electric: UK office, 0924

AT&T and Philips Telecommunications

CAN YOU BELIEVE A COMPANY OUR SIZE **WAS BORN IN 1984?**

AT&T and Philips Telecommunications was formed in 1984 by the merger of two companies who have always been in the forefront of telecommunications and advanced electronics technology.

AT&T previously traded under the name The Bell System, which was established within years of Alexander Graham Bell inventing the telephone in 1876. From there AT&T grew to become the largest telecommunications company in the world, and until recently was the leading telephone system of the USA. Today, AT&T has still the

most advanced telecommunications network in the world serving with local companies the needs of over 90 million subscribers.

Philips is Europe's largest electronics company, manufacturing a wide range of professional and consumer products and components. Even so, it is no stranger to the world of telecommunications. It was one of the first to develop a public telephone exchange with solid state cross-points, a breakthrough at the time. As for today, the name Philips is synonymous with innovation

in the field of optical transmission systems and optical fibre development. Two areas that hold the key

to the future of mass communications technology in the world of tomorrow.

The merger brought together AT&T's advanced telecommunications technology and Philips' unparalleled electronics capability, marketing skills and international

connections to form the world's most advanced telecommunications company.

A company that possesses all the necessary know-how and experience

to act as your ideal partner in planning, constructing and servicing the most telecommunication networks anywhere in the world.

AT&T and Philips Telecommunications B.V. J. v.d. Heydenstraat 38, P.O. Box1168,1200 BD Hilversum, The Netherlands. Telephone: +31 35 87 31 11. Telex: 43894.

AT&T AND PHILIPS TELECOMMUNICATIONS. YOUR CONNECTION WITH THE FUTURE.



हेंस्स्य वर्ष भीक्षा वाचार राज्य है । उन्हें प्राप्त का जान

uary 25 1987

sonal touch h Wering service

3 screen role

Mitsublahi

SUBISHI ELECTRICA school af \$4.000 colore monitor with a single point of the color applications abusing a spared Grant school and applications are significant to the color applications and applications are significant to the color and applications are

televidm us a. business graphice

entacts:

form the

wanced tel

s company.

ie necessal

experience as your ide artner in plan

ning, con-

structing and sew

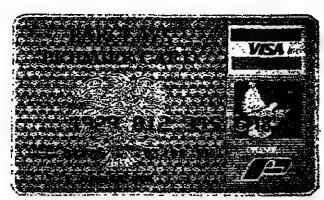
ing the mo

ged

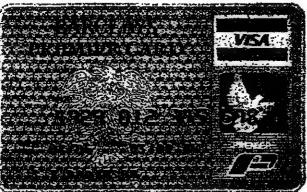
net-

y that

BARCLAYS PREMIER CARD. IT OFFERS SO MUCH. TO SO FEW.



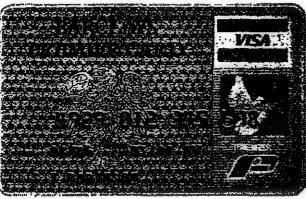
A charge card with no pre-set spending limit for purchases.



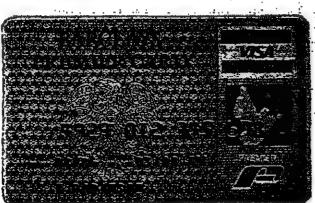
An optional unsecured



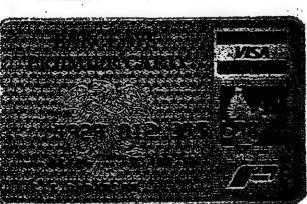
overdraft of at least £7,500.



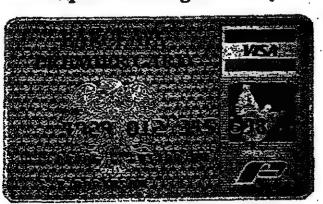
If you lose it, a new card within days.



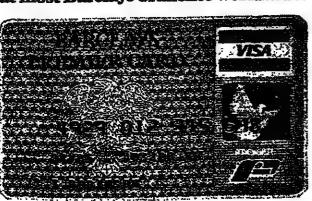
Emergency office facilities in over 60 countries.



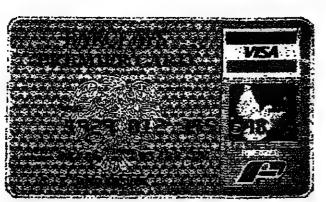
Telephone orders for travellers cheques and foreign currency.



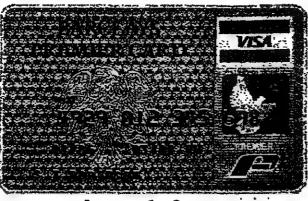
£250 a day with a Barclays cheque at most Barclays branches worldwide.



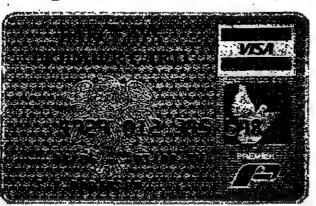
You can choose to settle your bill automatically by direct debit.



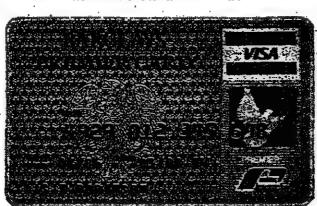
Recognised at over 5,000,000 outlets worldwide.



An overdraft at a preferential interest rate.



Up to US \$5,000* cash facility if you lose the card abroad.



Use of Barclays de Zoete Wedd Shareline for deals in UK Securities and Unit Trusts.



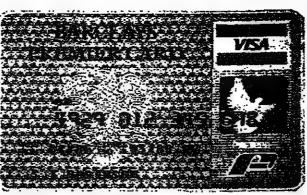
£1,000 worth of travellers cheques at 1 hour's notice at Heathrow.



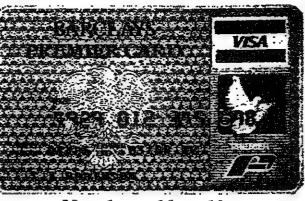
£250 a day on your card at Visa banks throughout the world.



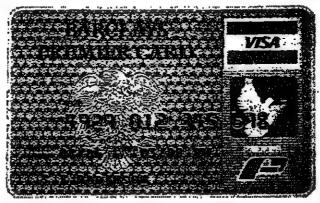
Additional cards for members of your family.



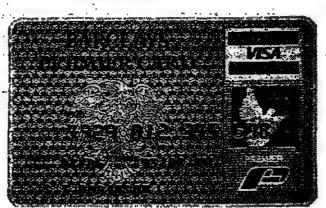
Over 1 million retail and service establishments in Europe alone.



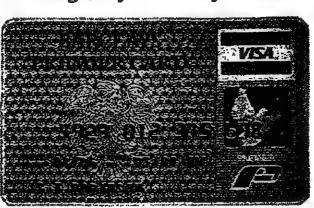
No other gold card is recognised at more banks worldwide,



No other gold card offers more cash facilities.



A 24 hour telephone service to pass messages to your Barclays branch.



A UK cheque guarantee card.

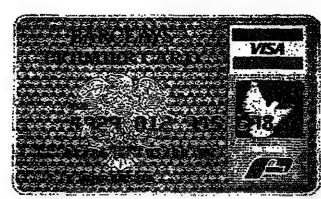


Free £150,000 travel accident insurance when you travel on the card.



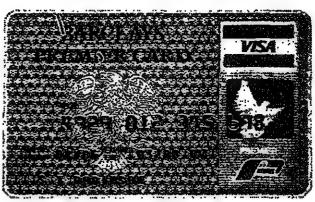
You don't have to move your bank account to get one.

الرائي أأرار الإنهارة الأنوال الرابوع والمألية ترابوا والمنافية والمرابة والمرابة والمرابة المرابة والمرابة المرابة والمرابة والم

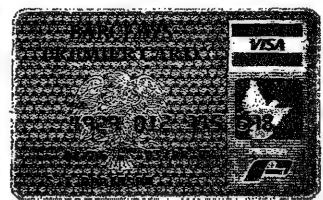


11

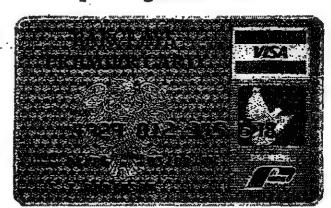
And 254,000 places where you can use it in the UK.



The card that's at home in over 189,000 Visa bank branches.



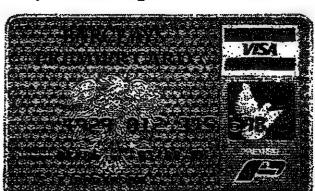
Free tax and financial planning consultation.



The card that lets you choose the billing date.



£250 a day from over 11,000 cash dispensers worldwide.



Your family covered too, if their tickets are bought with your card.

Dept.	SJ, North	ampto	n NN	ITX.	
Addre	ss				 - <u>-</u>
					 _
		BAI	RCL	AYS	

Only those with incomes of £20,000 or more can qualify.

^{*}Available in most countries. Supplied in local currency.

FT LAW REPORTS

Freedom of company to leave UK is question for European Court

Safeway Stores, Incorporated (formerly Safeway Stores Holdings Corporation, a corporation formed by Kohlberg Kravis Roberts & Co.)

has sold

Safeway Food Stores Limited

an indirect, wholly owned subsidiary

Argyll Group PLC

The undersigned acted as financial advisor to Safeway Stores, Incorporated in this transaction.

MORGAN STANLEY INTERNATIONAL

February 25, 1987

transfer its residence, withthe UK to another EEC country with less burdensome tax laws, is a matter which is open to doubt and which should be clarified by the European Court before it can finally be decided by the

Mr Justice Macpherson so held when referring a question to the European Court of Justice in an application by invstment company, Daily Mail and General Trust pic, for judicial review of the Treasury's rerusal to acknowledge that it could cease to reside in the UK without Treasury consent.

Article 52 of the Treaty of the Treaty

establishment of national of another shall be abolished . . . Freedom of establishment shall include the right to . . . set up . . , com-

Section 482(1) of the Income and Corporation Taxes Act 1970: "... all transactions of the following classes shall be unlawful unless carried out with the consent of the Treasury
...: (a) for a body corporate
resident in the United Kingdom
to cease to be so resident."

REGINA V HM TREASURY, be paid as the price of emigration.

EX PARTE DAILY MAIL AND GENERAL TRUST PLC

Mr Justice Macpherson: Queen's Bench Division (Crown Office List): February 6 1987

A COMPANY'S freedom to transfer its residence with
The company submitted that the fundamental basis of exists.

Tial sums in terms of tax must corollary of the right to estable allowed to prevent or fetter the voluntary movement of residence of a corporation which nature of the company. He said to take advantage of a better fiscal climate in another tax was solely the concern of EEC state.

The company submitted that the fundamental basis of exists.

In particular he argued that the fundamental basis of exists.

English court.

the European Economic Com-munity (EEC) provides; "... restrictions on the freedom of establishment of nationals of a

6—The point was not free from doubt.

The arguments of Mr Vaughan for the company were that article 52 had direct effect; that the beneficiaries of the rights under article 52 were individual nationals of member states and companies registered in member states; that com-panies must be treated in the same way as individuals with regard to rights of establish-ment; and the actual operation of an investment company was an economic activity to be protected and covered by the economic objectives and rights

tected and covered by the economic objectives and rights march 1 1984 the company submitted to the Treasury an application to cease to be resident in the UK.

It put all its cards on the table. The primary reasons were fiscal. It wished to escape from some of the more swingeing taxation provisions which applied to it when resident in the UK, and from certain 1973, and said that just as restrictions on emigration of nationals were barred, so were in the UK.

It put all its cards on the table. The primary reasons were fiscal. It wished to escape from some of the more swingeing taxation provisions which applied to it when resident in the UK, and from cartain burdensome provisions concerning the stock market price of its shares.

The Inland Revenue replied in the Treasury and Inland Revenue were acting contrary to the lefter and spirit of articles 52 to 58, and that the company was wrongly being prevanted from establishing itself in Holland. He pointed to Directive 148 of 1973, and said that just as restriction on emigration of nationals were barred, so were restrictions on corporations.

its shared.

The Inland Revenue replied and correspondence and meetings followed. The Revenue's or firms was, said Mr Vaughan, attitude was that very substan-

1-The relevant facts were implementing the treaty rights set out in the Directive had any

application to corporations.

He stressed that nothing should be allowed to darogate ease;
3—There was no EEC authority closely in point;
4—The point raised and the case itself were put forward in good faith and without any edverse motive; from the EEC's overall in-terests, which included the out-

lawing of avoidance of national Section 482 survived from the days in 1950 and 1960 when UK adverse motive;
5—At some stage in its life
the case would have so be referred to Europe; companies wished to avoid high

taxation in the UK and so manipulated their shareholdings to divert dividends beyond the of Mr reach of the Revenue.

present proceedings were launched in 1986.

The company submitted that the Treasury's refusal to accept that the force of section 482 of the Income and Corporation against nationals who wished to establish themselves in order to perform economic activities in their chosen munities Act 1972, and should be declared unlawful.

It was necessary that the case should be referred to the European Court, not simply because a serious point of EEC law arose, but for the following reasons:

1—The relevant facts are as was solely the concern of EEC state.

The aim was not to evade tax altogether, nor to remove to a single foreign tax shelter, but to exchange one fiscal system for another. The object of the treaty was the removal of barriers and the creation of an economic community without protective barriers of any kind for persons or corporations, or the company's wish to become an active participant in economic activity in Holland, since it could do that by establishing an agency, branch or subsidiary.

As to the company's argument based on Directive 184 of 1973, Mr Buxton said that neither the particular neargued that the foreign tax shelter, but to exchange one fiscal system for another. The object of the treaty was the removal of barriers and the creation of an economic activity in Holland, since it could do that by establishing an agency, branch or subsidiary.

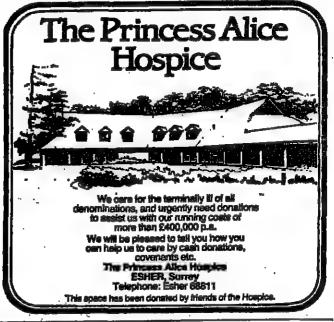
As to the company's argument based on Directive 184 of 1973, Mr Buxton said that neither the particular neargued that the fundamental basis of article the foreign tax shelter, but to exchange one fiscal system for another. The object of the treaty was the removal of barriers and the creation of an economic community without protective barriers of any kind for persons or corporations, or creation, in other words, of a true common market.

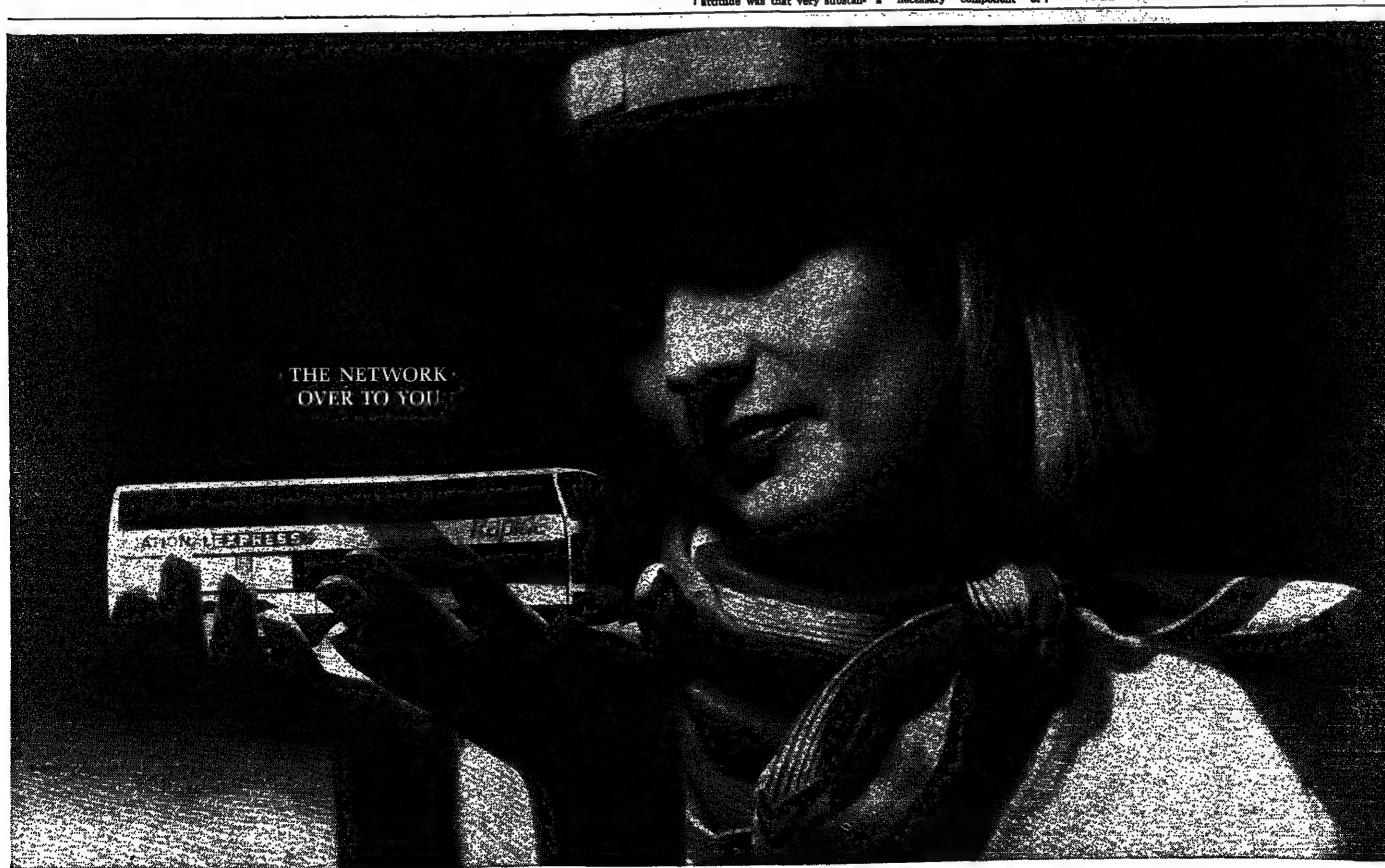
It was appropriate that the European Court should be asked to consider the matter. The necessary reference was made and the creation of any protective barriers of any kind for persons or corporations, or creation, in other wor

its judgment. Vaugnan QC and Derrick Wydt (Freshfields). For the Treasury: Richard Buxton QC and Alan Moses (Treasury Solicitor).

By Rachel Davies

THESE REPORTS are published in volume form with the axation in the UK and so mani-ulated their shareholdings to livert dividends beyond the each of the Revenue. The court's inclination was to WCZB 6BD, Phone 01-831 0391.





National Express, which markets, manages and operates a national network of long distance express coach services, is for sale - as part of the privatisation of the National Bus Company. Regarded as the "flagship" of NBC, National Express had a turnover in 1985 of £71.4 million. Its established network is the

of some 500 coaches. National Express has adapted to the new age of coach. competition — and now it is to be sold as an individual unit, together with its own activities involving private hire brokerage school trips abroad and travel facilities for tourists.

shortly and these, together with further details, will be available in an information memorandum. If you would like to know more about National Express, or about any of the remaining subsidiaries of NBC, please write to the Chairman, National Bus Company, 172 Buckingham Palace Road, London SWIW 9TN.

largest in England and Wales involving the daily operation THE GREAT NATIONAL EXPRESS SALE NATIONAL

Do your lead banks also lead the way in Euro-commercial paper?

Bankers Trust does.

If credit is about all you can expect from your lead banks, perhaps it's time to consider changing one of them.

To Bankers Trust. With over \$56 billion in ets, we can and do supply in all its many forms.

But through our potent combination of investment banking skills and commercial banking strengths, we provide our corporate clients with far more than credit.

Our skills extend to corporate finance, management buyouts, loan syndications and yes, to the Euro-commercial paper market through our London subsidiary, Bankers Trust International, Ltd. Our track record is second to none in actively dealing in the Eurocommercial paper and Euronote programs which have accounted for the majority of total notes outstanding to date. One reason why we lead

the way: our enviable position of being an active participant on both sides of the market, acting for issuers and investors

It's our wide range of services in so many areas that has helped make us a lead bank for so many corporations. That's because the financial needs of the modern corporation are complex and interrelated. Such needs almost invariably require cross-disciplinary skills on the part of a lead banker.

Among the many services Bankers Trust

Swaps. Bankers Trust is a universally acknowledged market leader in the intricate world of currency and interest rate swaps. Our team of specialists in London, New York, Tokyo, Hong Kong and Toronto completes an average of five deals every day.

Corporate Trust and Agency. Over 2,000 corporate and other entities depend on Bankers Trust to service over \$150 billion in securities. We are the largest fiscal and paying agent in the international debt markets.

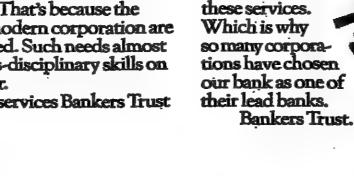
Trade finance. Our knowledge of government export credit programs and our expertise in the capital markets enable us to structure innovative trade transactions that give our clients a distinct edge

in importing and exporting. Options. Bankers Trust is a leader in interest rate and foreign exchange options, purchasing and selling options on both shortand long-term instruments. This strength enables us to design option packages specifically tailored to our customers' investment or financing require-

Today, any lead bank worthy of its position should be able to deliver all of these services. Which is why so many corporations have chosen their lead banks.



Bankers Trust is one of the lead banks for



Bankers Trust Company Merchant banking, worldwide.

Dashwood House, 69 Old Broad Street, London Kishimoto Building, 2-1 Marunouchi, Tokyo

Benkers Trust has played a major role in many Euronore and Euro-commercial paper programs established for high qual

REVOLUTIONS happen rarely in the insurance industry. Buffeted by North America's vicious underwriting cycles, the biggest players have to combat deep-seated cynicism about their powers to make radical

So the rejuvenation of Royal Insurance, one of Britain's leading insurers, has evoked little public comment beyond its distinctive, domed group headquarters opposite the Bank of England in London's Cornhill. Yet the Royal has been through "a revolution," in the words of Ian Reynolds, its former group strategist, who now works for Tillinghast, the con-

sulting actuaries.
Its central thrust has been an attempt to place insurance underwriters back in their rightful place as the chief profit centres of any insurance com-

observers argue, insurance companies in Britain and the US simply lost their flair for underwriting. Instead, they relied on investment income to the them into the block. The take them into the black. The results—at times—bave been catastrophic.

With premium income that totalled nearly £3bn in 1985, the Royal is the largest Britishbased company writing insur-ance for companies and indivi-duals against fire, theft, car crashes, legal liabilities and all the other risks that nature or a

complex society create.

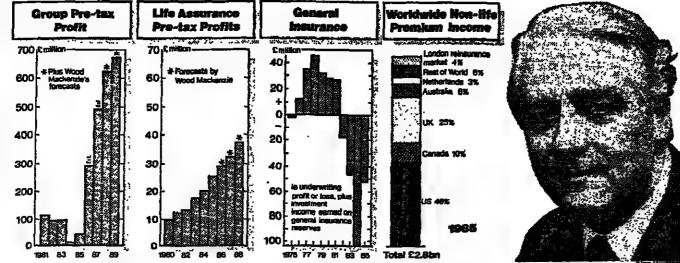
If the Royal has staged a minor revolution—and there are many sceptics—then its roots go back to the late 1970s, when the company saw its share of the US market, its biggest territory, slide to below one per

cent. The need for change became still more urgent when the North American general in-surance cycle reached what should have been its nadir in 1982—then went on felling,

According to Alan Horsford. the courteous, silver-haired Liverpudian who took over as the Royal's group chief execu-tive two years ago: "We said to ourselves: if we're going to lose

years has brought it far closer reorganised into semi-autono-

In the US, the process of ing around a central holding reform was called "Shaping the company, Royal Insurance pic. New Royal": its most con-spicuous feature was a cost-cutting relocation of the Royal also changed its planning targets. It abandoned cutting relocation of the Royal's its old objective of almoly head office from Lower Man making a 5 per cent under-



Nick Bunker explains the underwriters' more crucial role in the UK insurer's US operations

Royal pushes risks back down the line

In the UK, where Boston Consulting Group, the management consultants, completed a report on the Royal late last year, the slogan is "Staying Ahead." The aim is to concentrate underwriting decision.

The trategy had left the Royal left the Royal vuinerable to competitors which could write at a zero underwriting profit and make formance element based on their money from investment income inflated by high interest. trate underwriting decision rates, making in 12 main area offices The

underwriting, according to Horsford, "The fact is that whatever "general insurance result" we say at group head office, gives a far clearer picture of the underwriting—the taking of real financial mechanics. risks—still comes down to a mass of individual decisions

ioss-making risks.

The Royal believes that a Horsford's predecessor—took series of management and marketing reforms in the past five eral manager. The group was and agents.

The Royal's response was to with a network of sub-branches. express its group financial. The roots of reform can be objectives in a new way, in traced back to a simple truth terms of a "general insurance about the nature of insurance result," including investment income earned on its reserves. Horsford's view is that the

Then, from 1982, a series of reforms was begun at a lower level. Starting in North taken on the basis of very level. Starting in North limited information," he says.

Two things followed logically.

First, the Royal had to devolve responsibility to the lowest level—by giving more autonomy managers, combining marketing the states of converting control of the production of the lowest level—by giving more autonomy managers, combining marketing

reorganised into semi-autono Thirdly, "portfolio under-mous operating companies obit writers," with the task of ing around a central holding assembling a book of insurance business from a group of agents on terms profitable to the Royal. Another category of strategically-located specialists handle individually tailored insurance

hattan to Charlotte, North writing profit in every depart- packages for big corporate most cyclical British-based non-

perceptions of Royal are con-cerned is that outsiders still tend to ignore the company's internal reforms.
Bullish stockbrokers' fore-

casts have been circulating in the run-up to the Royal's annual results tomorrow. But investors have drawn their optimism from the prolonged upturn in US premium rates that started in 1984, and from Horsford's proud boast that he can finance necessary expansion without a rights issue for at least another

ourselves: if we're going to lose market share, then let it be for the right reasons."

In other words: concentrate on building up well-managed portfolios of profitable insurance business. Don't let underwriters—by devising a rates in pursuit of poor-quality, leasurable or cicks.

The point of the fight reasons."

Second, it had to give back status and incentives to its underwriters—by devising a performance-related earnings market pressures force your underwriters to alsab premium rates in pursuit of poor-quality, leasurable or cicks.

Then "branch managers," the underwriter and underwriting skills.

So George Ansbro, head of the Royal's US operations. North America, the source of cicks on 80 per cent of its total positions. First were head new underwriting skills.

So George Ansbro, head of the Royal's US operations. North America, the source of cicks on 80 per cent of its total positions. First were head new underwriting skills.

So George Ansbro, head of the Royal's US operations. North America, the source of cicks on 80 per cent of its total positions. First were head new underwriting skills.

So George Ansbro, head of the Royal's US operations. North America, the source of cicks of 80 per cent of its total positions. First were head new underwriting skills.

So George Ansbro, head of the Royal's US operations. North America, the source of cicks of 80 per cent of its total positions. First were head new underwriting staff to created new underwriting staff to create new underwriters to alsab premium income.

In Horsford's

life insurer, because of its ex-posure to the US.

Royal has taken big steps towards diversification—by, for instance, setting out to expand the size and importance of Royal Re, its London-based reinsurance operation. Biggest of all, in 1985 it paid £93m for Lloyd's Life, the British life assurance company (renamed Royal Heritage).

It has moved to secure its British general insurance base by, for instance, more precisely-targeted marketing packages aimed at homeowners and motorists, and by taking stakes in estate agency chains. But the US underwriting

cycle still casts its shadow. Three years of great prosfive years.

Why so little attention to the Royal's internal changes? The a huge influx of capital into the a huge influx of capital into the US insurance industry

As a result, there are two

Therein has lain the Royal's ways of making a case against credibility problem. On the one the Royal. The first rests on a hand, its medium-term future iooks bright. Wood Mackenzie, the Highly-fragmented US prothes forecasting group pre-tax profits rising from £290m in 1988 to 2670m in 1989.

But analysts have long marked out the Royal as the sugaries of regulators in 50 dif-

ferent state insurance depart-If the US industry committed

virtual financial suicide from 1982 to 1984, then it will do so again, the argument runs. The second argument against the Royal is that it must be measured against its US rivals—which have made parallel management and marketing reforms. "They've all had to cut costs. Otherwise they'd be bankrupt," says David Seifer of First Boston, the New York investment bank.

So have Royal's initiatives in the US done more than just keep it in line with the pack? The question will be hard to answer until the US industry has been through another down-

For their part, the Royal's senior executives are unequi-vocal that their North American reforms have been the biggest they have made this century. Apart from relocation of the US headquarters the number of regional divisions in the US has been halved to seven.

In contrast, the number of branches has risen to 50, in line with a policy of decentralisa-

Even so, the Royal is still left with a mix of business in the US - 70 per cent commercial and 30 per cent personal insur-ance — which it knows is not ideal, because commercial business has by far the most violent underwriting cycle.

The problem is that the Royal has always written its US business through independent agents. That leaves it with the control of the

with an in-built cost disadvantage when competing against companies like the huge lilinois-based State Farm, a mutual personal lines insurer which has had explosive growth post-1945 as a result of dealing direct with the public. direct with the public.

One solution—to become a direct writer—has been ruled out by Horsford. Years ago, management consultants in Canada concluded that the penalties in lost business from agents would be too great. There are other possibilities. Since 1982, the Royal has cut the number of its US agents from 5,000 to 3,000—with the aim of eliminating the weaker

It has tried to imitate US insurers like the New Jersey-based Chubb Corporation, which writes a big volume of personal possessions insurance for the wealthy. Royal has a special arrangement—"a niche opera-tion," says Horsford—to handle all the personal motor and household insurance business generated by Frank B. Hall, one of the biggest US brokers.

Crusading for clear strategy

BY CHRISTOPHER LORENZ

Sunday afternoon trip in the action." car. But it has no idea where Unde it is going. So it either starts quarrelling, or gets lost—or does both.

The same prinicple applies to companies. Far too many of them either have no goals at all, other than cost reduction, or their boss hides them in his or their boss mues them in ma-head, complains Peter Beck, who has spent the last three years as the crusading chair-man of Britain's Strategic Planning Society.

"There's no hope for companies in Britain unless more top managements accept the need for a widely communi-cated set of clear objectives," warns Beck. "Just articulat-ing them in the bath is useless."

Beck, who retired three years ago from his post as UK plan-ping director for Shell — one of the world's pioneers of strategic planning — blames the lack of strategic clarity in many British companies on several factors, including: the realisation that forecasting is well-nigh impos-sible in today's business environment; the lack of mana gerial competence in many companies; and, above all, the fre-quent absence of strong leadership from the top.

Even without reliable fore-casts, it is perfectly possible to have a clear vision of where one wants to go, declares Beck. But, just like the family in the car, one need not — in many cases, should not — plan to set route for getting there. "This is such a simple concept that I don't understand why most top managers fail to use

In contrast with the elaborate strategic planning of the 1980s and 1970s, which earned planning a bad name when it became too buresucratic and failed to work, Beck prefers the looser term "strategic think-ine"

As chairman of a small. fast-growing microelectronics company, Beck rejects the popu-lar argument that strategic thinking is beyond the reach of all but the larger company. "I find that the strategic com-petence questions we looked at in Shell are identical with those that come up in small companies. You don't need formal reduction and so on all fit planning cycles there, but you together. Otherwise, they do need the discipline, the question together.

A FAMILY goes out for a tioning, the synthesis and the

Under Beck's chairmanship Under Beck's chairmanship the Strategic Planning Society has been transformed from a learned society for specialist planners into a learning society for anyone involved in corporate strategy. This is partly in response to the fact that many specialist corporate planning departments have been dishanded or cut to a fraction of banded or cut to a fraction of their previous size, and their responsibilities devolved to line management.

By offering a wider range of activities, including broader in-terest conferences and a more extensive network of regional study groups and round table meetings, the society has begun shifting its membership towards general management. Among its events later this year Among its events later this year will be the first UK conference for several years given by Peter Drucker, the famous management pundit, and the first British seminar by Kenichi Ohmae, head of McKinsey & Co in Japan and originator of the fashionable doctrine of

Frustration

But Beck, and his successor as the society's chairman,
Adrian Davies, show some
frustration with the lack of
general awareness of strategic
planning in comparison with such "bot" topics as marketing planning and product design— both of which are being pro-moted by the Department of Trade and Industry.

Marketing cannot succeed without strategic planning, Beck says emphatically. "If you have a marketing strategy that falls foul of your manufacturing capability, for example, you've had it.

"I find it difficult to understand how government can start proselytising about design one year, and marketing the next, whout starting at the beginning—by recognising that the corporation first needs a goal to aim at, and must then examine its competitors and its own strengths and weaknesses, before deciding how it's going to get there.



Reuters and Price Waterhouse announce the Treasurer's Workshop - 1987 Programme

Reuters and Price Waterhouse have combined their skills in treasury strategy and information requirements, international accounting and taxation to create a unique

concept-The Treasurer's Workshop.
In an intensive practical three-day session you will be given advice and direction on how to improve yields, reduce costs and manage the risks of interest rate and foreign exchange exposure,

Treasurers, financial managers and those forming or developing a treasury function have already benefited from the course.

Following the success of the 1986 programme, we are pleased to announce further events in 1987. If you would like to be one of the 25 participants in the next workshop, please post the coupon or contact Alex Patchett-Joyce on 01-250 1122.

REDLAND PLC

Mr. Stephen East, Deputy Treasurer "The course provides a valuable review of the various rapidly developing areas of corporate treasury management. It strikes a very good balance between the explanation of the various opportunities available and the practical applications thereof."

ROWNTREE MACKINTOSH PLC Mr. Terry Holmes, Assistant Finance Director "I found this a comprehensive and well focused survey of all aspects of treasury management."

BP FINANCE INTERNATIONAL

Mr. Ian Rushby: Manager, Control "The workshop offers a thorough, upto-date study of treasury management and emphasises the growing importance of the Corporate Treasurer's role."



Price Waterhouse

The resident speakers for the Treasurer's Workshop include the following-

Gwen Batchelor, Senior Manager, treasury management consultancy, Price Waterhouse

Arun Aggarwal, Senior Treasury Consultant, Price Waterhouse

Chris Taylor, Manager, Banking and Treasury Control, Price Waterhouse

Howard Lovell, Senior Treasury Consultant, Price Waterhouse

In addition, there is a range of visiting speakers who aim to give you the benefit of their specialist experience

Susan Ross, Group Treasurer, Reuters

Terry Fitt, Vice President, Citibank NA

Barry Streets, Senior Manager, Electronic Banking Department, Barclays Bank plc Nick Douch, Chief Dealer and Economic Adviser, Head Office Foreign Exchange, Barclays Bank plc. Christopher Bell, Chief Executive,

Manchester Exchange Trust Ltd David Gibson, Director and Assistant General Manager-Finance, TSB (Channel Islands)

I would like to receive more information on the Treasurer's Workshop. Company.

Please post this coupon to Alex Patchen-Joyce, The Theasurer's Workshop. The Reuter Training Centre, Salisbury Square House, Salisbury Square, London EC: 8HR or telephone 01-250 1122 for details of the 1987 programme.

Deutsche Bank Aktiengesellschaft

Frankfurt am Main

Final maturity of the warrants attached to the 41/2% US-\$ bond issue of 1977/1987 of **Deutsche Bank Compagnie** Financière Luxembourg S.A., Luxembourg

Pursuant to the Conditions of Warrants the subscription right arising from the warrants attached to the above bond issue may still be exercised until May 31, 1987 inclusive. After that date the warrants are no longer valid.

The subscription price is US-\$ 112.04 per Deutsche Bank share of DM 50 par value. The shares are entitled to the full dividend for the current 1987 business year.

To exercise the subscription right, the bearer of the warrant must, through any receiving agent, file a written notice with the warrant agent, the Deutsche Bank Aktiengesellschaft, Frankfurt Central Office. The required notification form is available from any of these receiving agents. The notice to exercise the subscription right is binding. The subscription price must be paid, and the warrant together with all as yet uncalled receipts presented, at the same time as the notice is filed. The notice to exercise the subscription right is only effective if the Deutsche Bank Aktiengesellschaft, Frankfurt am Main, receives the subscription price and the warrant by Monday, June 1, 1987, at the latest. For legal reasons, notices to exercise the subscription right which are not received by the Deutsche Bank Aktiengesellschaft before expiration of the deadline cannot be accepted.

Frankfurt am Main, February, 1987

The Board of Managing Directors

What do Boots, Beechams, IHT and the FT, allagree upon?

Everyone agrees, our meticulous attention to detail and matchless personal service make the Hotel Inter. Continental the ideal place to hold important meetings.

The facilities are equally impressive. Our versatile range of meeting rooms, which all enjoy natural daylight, can comfortably accommodate any size of small meeting up to 50 people. In our Grand Ballroom we can accommodate conferences and conventions up to 1000 people.

There is a large underground car park too.

For more information and a brochure on our facilities, call our sales office or send the coupon below.

We'll do everything we can to make your next meeting the most successful ever.

HOTELINTER-CONTINENTAL One Hamilton Place, Hyde Park Corner, London WIV OQY, Tel: (01) 409 3131. Teles: 25853. Telefax (01) 493 3476.

To Miss Nikky Coombs Director of Sales Please send me full details of your meeting	5
nd conference facilities.	

Name	 	
Position	 	
Company	 	
Address		

The slide towards the trivial gathers pace

At the end of a recent filmed interview for a television programme in which I tried to explain the idea of "Eurotelly"—co-production between public broadcasting organisations in different European countries designed to hold back "American cultural imperialism"—I was asked to give my answer was asked to give my answer again and make it simpler. I said I thought I had already been making it pretty simple, what was the trouble? Well, for instance, I had talked about "60 per cent of programmes" and most viewers would not understand what 60 per cent meant. You would not I was told, expect to use a concept as complicated as 60 per cent if writing for the Sun, and the audience for this programme would be much like the reader-

LORENZ

et e edition of

A COLUMN STANDS OF THE PROPERTY OF THE PROPERT

actions and original residence of the second second

rustration

Devis, and his men Devies, there:

THE SWEETERS OF SE

in comparison of the compariso

-194122 Canton &

Composition of Property

Description of the second seco

I dad it diAmbi up

TOWN BOWNERS

gen rueds genaufter

the starting of the beautiful and

in the contracting the first

af a Tueff they goe

our meticulous

nd matchless

se the Hotel

ng.

e ideal placeto

Charles militar

mase of meeting

::25 y accome

maine ing W

Grand Ballroom

he conterence

es 1000 people

nergrounder.

iden anda

ing couron

ne we tanto

- एक प्रश्चात

मार्थक द्वारी वाह

 ξ . The parameters

esciencă pom mit

ship of the Sun, After 39 years BBC Radio has recently scrapped Top Of The Form with its questions on spelling, general knowledge, history and so on, claiming that it does not fit in with today's non-competitive education climats. Now they have started Pop Of The Form which asks questions about recent pop music. Nobody sugests it is noncompetitive, but the subject matter is fashionably trivial. In April a Beverley Hills company which already provides television bingo in the US will launch "International TV Bingo " via satellite in Europe.

throughout the history of broad-casting, or do they, as I begin casting or to toey, as a begin it there was to be more gold. If the percesting continually slipping towards the trivial has been mained constant, then FT arts programmes be pitched within page readers would be better off

tore, but instead or lowing unintentional, the movement now appears to be a deliberate trut which could at any time turn into a gallop. There are, I suspect, two reasons for this, so closely connected that history will eventually see them as one. The first is an increase in the rate of cultural bowl-round: the way in which Terry Wogan be-comes not merely a moderately competent TV chat show host. but a monster " celebrity " taken up by all the other mass media; the way that tabloid newspapers exploit the popularity of tele-vision scap operas to sell more copies which, in turn, has the effect of increasing the popularity of the soaps. This increasingly symbiotic relationship between mass circulation newspapers and magazines on the one side and television (and to a smaller extent radio) on the other depends almost exclusively on the popular.

television revolution which has been predicted for so long is actually beginning to happen at actually beginning to happen at last and, just as the Cassandras warned us, the revolutionaries seem to have practically no interest in high quality. Whether you look at the in-creasing number of hours of broadcasting becoming available or at the increasing number of outlets, the overwhelming concern in both cases is the demofer, the point being that even if there was to be more dross

The second reason is that the



Blankety Blank: more of the same?

cent of 20 hours or 20 channels. But it begins to look as though we shall be denied our percen-

There is one sense in which the Cassandras are wrong. Satel-The service will be weekly to tic. Television simply cannot begin with but is expected "to get snough darts, game shows increase to a daily feed within and pop music. My hope, even the first year."

Are these just three haphazard examples of the sort of proportionate increase in the event you could find at any time sort of programmes that I present you have the history of broad-for the regist height the result height that are time of day or lite and cable enable broadness and so on. This means that, at any given time of day or night, our choice of television subject matter can become much

since, obviously, 10 per cent (say) of 200 hours or 200 channels is a lot better than 10 per cent that the revolution does induce broadcasters to try to spheal to broadcasters to try to appeal to different groups but so far it loks as though the movement is always in the direction of the popular. The sort of programme of which I happen to have personal knowledge is that which looks at the subject of television treat. The charm occurring here itself. The change occurring here ting. In the early seventies there was virtually nothing entering for the Sun audience but on BBC2 there were a number of late-night series such as Real Time and In Vision which, though they may not have been god's gift to highbrows, did attempt to treat the subject intelligently, at some length, and in some depth. ting. In the early seventies there

They disappeared and some years later Did You See? arrived: an admirable and more popular series, but one which is hardly able to go for length and depth of analysis. When BBC1 launched its new day-time schedule last year one of the biggest undertakings was a daily programme about television. Open Air, which is aimed at a more popular level again, with considerable attention paid to soap operas and other programmes of that sort. There is nothing wrong with that: for many millions of people popular television is the main leisure time occupation. But where should we look for But where should we look for our 10 per cent? ITV has now launched The Television Show and it is pitched, quite unmis-takably, at an even less demanding audience.

All the evidence suggests that this pattern will be followed in other programme categories. Even though Horizon could scarcely be considered over-demanding when compared to such printed science magazines as "Nature" or "Scientific American" or "Scientific American" it seems to be regarded as the unsurpassable high watermark of television science. Thus series such as Equinox, QED and Take Nobody's Word For it are clearly pitching down market from Horizon and, sadly, I suspect that any produces and a water water water conserved. ducer today who suggested a science series designed to go up market, beyond Horizon, would get some very funny

There seems little doubt that the new technology and the ex-pansion in hours will lead to a more popular style of news programme than we have seen hitherto, and again one asks, why not? We have long had a diversified press allowing us to choose the Mirror or the

Express or the Guardian, and the largest numbers have always chosen the Mirror. There is no law that says all television news must be pitched at a Mail/ Telegraph level as at present; a more "tabioid" style television news would clearly be possible and inevitably it would be popu-

lar.
My fear is that at the other mot only my fear is that at the other end of the spectrum not only will there be no attempts to push serious high-quality journalism out beyond News night and Channel 4 News but the existence of even these series will come under threat. Though the BBC has managed to finance breakfast television. to finance breakfast television and more daytime news. Newsnight's budget has been cut back and back.

The crux of all this seems to be the size of audience with which television people are used to dealing. Because Coro-nation Street can attract 18m and EastEnders 16m at one time, broadcasters start talking about audiences being "small at a level of two or three million. Consequently an audience of 800,000 is regarded as nugatory, yet that figure is greater than the UK readership of the

There was, perhaps, just one encouraging straw in the wind last week. For many years the BBC has insisted on competing on every broadcasting front-local radio, breakfast television, satellite televison, daytime television—as though infinite ex-pansion was the aim. But speaking at the FT Conference on Cable and Satellite Broadcasting, Michael Checkland, the Corporation's acting Director-General, stated that if the choice had to be made between quantity and quality the BBC would choose quality. That could become an historic

The ENO dissected

English National Opera is a good thing. The company could save money in its technical dewhole it provides excellent value for money, and its public backers, notably the Government through the Arts Council and local Westminster Council, should give it more money to avoid a nesty financial crisis in

a couple of years time.

That, in essence, is the conclusion of a scrutiny of the ENO by consultants Price Waterhouse. The ENO was the only one of the Big Four arts companies which had escaped an independent investigation of its operations. Covern Garden its operations, Covent Garden and the RSC got their Priestley Reports, courtesy of the Govern-ment, and Lord Rayner looked at the National. Now the ENO has been given the treatment. And it is favourable. The opera house could save £333,000 by 1989-90 by increasing marginally its seat prices in the middle stalls, from £18.50 to perhaps £22, and, more signifi-cantly, by forcing through flexible working practices in its technical department: but, in the main, it offers good value

the main, it offers good value for money.

In favour of the ENO is the fact that it attracts over 40 per cent of the audience for professional opera in the UK, while the subsidy it receives works out at £19.70 per seat sold, as against at least £30 a seat for its competitors. It is also con-stantly improving its efficiency -in the past three years the percentage of its costs covered by self-generated income has risen from 33 per cent to 42 per

The report gets down to specifics on the back stage operations of the ENO, pointing out that over-time accounts for half the pay costs in the technical department. A more sophisticated programming

The South Place Sunday Con-

certs have reached their cen-

mensely admirable enterprise.

mensely admirable enterprise.

The Lindsay themselves were in ideally celebratory form. The concert was one of those memorable chamber-music experiences when all the music seemed to flow, all the performances made seems and the

mances made sense, and the istener was drawn into the most intimate communion with the

I had not heard this group for a while; in the interval the qualities of angularity and hard-

driving that tended to mar their

performances (and to put pres-sure on Mr Cropper's intona-

tion) appear to have been mastered. Nervous intensity, of

the best kind, still informs the Lindsay musical approach; but

almost all the way through Sun-

day's concert it was rooted in

superlatively firm, pure-toned string ensemble—only in the presto final flourishes of the

Beethoven and Dvorak works

policy could produce savings here. By merging the stage and save money in its technical temperature, and should raise its ing levels according to need; ticket prices a little, but on the cutting down on demarcation to revoldes excellent within departments; more within departments; more flexible meal breaks; and other minor changes—which would cut the staff by 10—the ENO would be an efficient business.

But even if the ENO does its bit Price Waterbouse still are bit, Price Waterhouse still en-visages a £900,000 deficit in a couple of years time. There is little scope for boosting income by increasing audiences, which by increasing audiences, which are excellent, with box office re-ceipts up £1m in two years, or in raising sponsorship, through which the ENO manages to get its new productions backed by an enthusiastic band of corpo-

> As in all aspects of the arts As in all aspects of the arts it comes down to the Government, along with Westminster City Council, providing an extra £2m.£2.5m over the next five years. The consultants believe that this money should be linked to extra efforts by the company in producing matching cash by savings and extra revenue, Price Waterhouse also recommends a vigorous educational programme by the ENO. more market research and regional touring, and local London boroughs subsidising tickets for a new opera audience.
> But, above all, it makes a

rate supporters.

plea for more subsidy so that the ENO can carry out continuous management improvements.
Price Waterhouse is very much against this audit being a once-and-for-all event. Judging by the Government's response to the consultant's reports on our other leading arts companies, this will prove yet another example of an exercise which will be effective in propagands terms but not productive of more hard cash.

Antony Thorneroft

Beethoven's Op.95, the F minor, opened the evening: sharply dramatic in attack but

with plumper sweetness, but

few anywhere make it sound fresher and livelier — Mr Cropper has a peculiarly

bright, picturesque manner of

characterising the melodies.

and his colleagues respond with no less springy lyricism.

In the Schubert C major
Quintet the Lindsay were joined
by Douglas Cummings as second

cellist. It was in this perform-

ance that the group's newfound

maturity showed itself to most remarkable effect. Rarely does

one hear the long slow move-ment held in the balance, the long opening and closing sequences kept in absolutely

steady tempo yet expressively urgent in each tiny note-flicker

(the leader's changes from arco

to pizzicato and back were timed

and placed with the keenest dramatic percipience). On the

evidence of such a concert, the

Lindsay's standing as the lead-

Lindsay Quartet/Festival Hall

Max Loppert

certs have reached their tenary. Aware that more people sharply dramatic in attenuent. The might like to mark the date always light in statement. The first movement was whisked first movement was whisked

The Arcimboldo Effect/Palazzo Grassi, Venice

Deanna Petherbridge

ing in heated apartments above flooded basements and Scircocoswept pizzzas, was awakened earlier thi smonth by intima-tions of Carrival 1987. The Palamo Grassi saw a fruity exhibition of painterly concelts,
The Arcimboldo Effect, and at
the Fenics theatre the bizarre
co-production of Scottish Opera and Opera North of Weber's Oberon in a new version by Anthony Burgess.
Palazzo Grassi, the elegant

and expensive materialisation of Fiat's cultural sponsorship, wowed audiences last summer (an incredible 320,000) with its blockbuster exhibition, Fututhe more modest Arcimboldo exhibition is overshadowed by this grandiloquent debut although it too suffers from a similar predisposition to the matic over-extension. This might well be a form of cultural Archimedennism peculiar to the more modest Archimedennism peculiar to the property of Sven Alfons that the modes of the four Elements and the Four Seasons are exhibited around a central sculptural element, according to a speculative theory of Sven Alfons that the more modest Arcimboldo Archimedeanism peculiar to Venice—flooding the concept to is already very prevalent in the Biennale, where the theme shows grow more and more unwieldy every year, and given Palazzo Grassi's exquisite exhibiting spaces, high-powered cultural marketing, and intention to make its exhibitions pay, may be difficult to resist in future

Arcimboldo, a 16th century Milanese painter, spent most of his working life in the Hapsburg courts of Vienna and Prague designing court festivals and producing a small body of allegorical portrait heads composed of fruit, flowers and other natural elements. These composite heads, ignored for many centuries, have become familiar boldo's composite portraits-

his influence on later artists and the paintings were com-missioned for an imperial Kunstkammer, a museum of wonders illustrating an encyclo-paedic world programme. This appears an interesting idea, if a little surprising, when we are a little surprising, when we are informed elsewhere in the catalogue that the paintings were presented to the court as part of a great allegorical nuprial procession, designed by Arcimboldo in August 1571. However, as neither of these complex ideas are made clear from the documentation within the exhideas are made clear from the documentation within the exhibition, much of the arcane supporting material in this and other rooms is rather puzzling to the spectator without reference to the catalogue.

What does come through how-ever is that the elaboration of elements which make up Arcim-

"What's special about these

Danish companies?"

ABN Bank Copenhagen Branch, Assurander-Societetet, Barclays Finans

impressive exercise.

The first part of the exhibition sets out to illustrate various aspects of the Arcimboldo "effect," placing him Gordener, pleasurably assiminated, as well as the specific The costume drawings from the historical, cultural, and it Uffizi also on display are stiff, would seem, magical, context of wooden and not very inventive, letherntory Austria. It also documents the development of support Director Pontus Hularing and charts the section of the property and there is little evidence to documents the development of support Director Pontus Hularing and charts the section of the property and there is little evidence to documents the development of support Director Pontus Hularing and the section of the property of the prope rism & Futurisms. Inevitably Arcimboldo's couvre and charts ten's claims for Arcimboldo as to Vermeer, Nevertheless, the first part of the exhibition is enjoyable and stimulating and establishes a more coherent thesis—give or take an un-explained anamorphic projec-tion or two—then when the mysterious "effect" spirals up-ward to the 19th and 20th century, selectively skipping decades up the stairs.

Here the notion seems to be that if it isn't what it seems to be then it must be the Arcimboldo revolution. From moving pictures to Odilon Redon, from collage to cubism, from Duchamp to Dali, Pollock to Saint Phalle, the most tenuous links are established between radically different ideologies and artistic movements. Because the material has been chosen to illustrate different thesespsychological, surrealist, according to the catalogue—the choice of exhibits as they unfold in sequence appears arbitrary and

premise of the exhibition. The Bride shows up the difference between paint as the transformative medium and the sleight-of-hand inherent in Archiboldo's double entendres and the current method. and the curved paper mache cheek growing out of a two-dimensional profile drawing in Duchamp's With my Tongue in my Cheek establishes his onto-logical pums as being of a very different order from Arcim-boldo's painted cosmological fentasies. Ultimately an exhibition

illuminate its own central thesis but one which requires to be deciphered with reference to theoretical chic doesn't do much for the innocent spectator who has come to look and be enlightened. On the ground floor of the exhibition, Arcimboldo tablecioths, plates and casters are being expensively merchandised and Mario Merz sums it all up with a commissioned homage to Arcimboldo; a newspaper crocodile perched on an expensive neon-lit infrastruc

In the rococco elegance of the Fenice, Anthony Burgess's painfully inconsequential version of Oberon fizzled like a damp squib among a deeply puzzled audi-ence. Commissioned in 1984 by Scottish Opera to produce a new libretto for "modern tastes," Burgess has chosen to reset Planche's orientalising fairy of exhibits as they unfold in acore of 1826 in a modern sequence appears arbitrary and Islamic state, replete with connections unclear. Certain American hostages, amplified



"Autump," 1573, by Guiseppe Arcimboldo

1930s mock-moorish "Alham-bra" cinema which allows for the magical transformations happen on a cinema screen. But Peter Mazg achieved some Graham Vick's production became more and more frenetically inventive as the very lengthy evening proceeded, of British rubbish.

ayatollaha, sun-glassed sub- matching corny verbal gag machine-gunners and secret with visual extravagance. Japice Cairns as Regie just The setting of the opera by managed to keep the evening Russell Craig is rather witty, together against a demoralised transforming the stage into a performance by Dennis Bailey, 1930s mock-moorish "Alham- as rescue pilot Hugh Maclaren. as rescue pilot Hugh Maclaren. After a somnolent overture, which threatened to rock the opera into premature oblivion,

ing British string quartet is easy did a touch of the old demon rear up once more. Endymion/Purcell Room

Andrew Clements

"A New Look at Ravel" is the rapidly annexing the territory ubric for five concerts being too. Mr Herford I have always iven by the Endymion En-associated with "straighter" rubric for five concerts being given by the Endymion Ensemble through February and March. Monday's at the Pur-cell Room was the third. The cell Room was the third. The ing, which suggested he should series sets out to explore Ravel's make forays into contemporary "musical legacy from sensuous impressionism to out-and-out expressionism" and has put to-gether some attractive combina- an account that settled most tions of Ravel's contemporaries and notional heirs. Some of the connections seem wishful—to Jane Salmon found a genuine suggest, for instance, that rapport, but which otherwise Schoenberg was influenced by Ravel is to stand musical history on its head—but the

flavour of each concert is well Ligeti also looms large in the series; whether any link can be established between him and Ravel is arguable, but certainly they share a fastidious ear for colour and texture that indi-cates some convergence. Ligeti's Aventures and Nouvelles Aventures made up the second half

roles, but here he demonstrated a fine-tuned sense of comic tim-

happily into the slow movement where Krystina Osostowicz and seemed unduly effortful. I am not convinced, however, that it is possible to make this sonata anything but effortful; the pit-falls are perenially deep and treacherous. Two flute minia-tures—Messiaen's Merle Noir and Debussy's Syrinx, both delivered with great poise by Helen Keen—maintained the Gallic thread, while George Benjamin's Octet gave It an English twist. The Octet was conducted with care and well of last night's programme—not judged pacing by Daniel Asia, the staging originally announced, but a well prepared concert version with Sarah Leonard, Linda Hirst and Henry 18; the beautifully dappled Herford as vocal soloists. Miss 18; the beautifully dappled structure and wonderfully imagined effects seem to Herford as vocal soloists. Miss structure and wonderfully Hirst is an old hand at this imagined effects seem to repertory; Miss Leonard is evidence a far deeper maturity.

International A/S; Danish Turnkey Dairies Ltd., Dannebrog Shipyard Ltd., A/S De Danske Sukkerlabrikker, Den Danske Bank, Domi A/S, Duracell-Daimon ApS, East Asiatic Co. Ltd. (A/S Det Ostasiatiske Kompagni), A/S Elizabeth Arden, Ess-Food, F. L. Smidth & Co. A/S, Forlaget Management A/S, Frisko Sol is A/S, Ginge Brand & Elektronik A/S, Gränges Danmark

A/S., Berlingske Tidende, Bikuben, Boliden, Buch+Deichmann, Copenhagen Handelsbank, Danish Steel Works Ltd., Danish Telecom A/S, Grundios International A/S, Haldor Topspe A/S, Hellerup Bank A/S, Henriques Bank Aktieselskab, Kreditforeningen Danmark A/S, Kommunedata, Midthank, A/S Niro Atomizer, Norsk Hydro Danmark a.s, Nykredit, Price Waterhouse, Privatbanken A/S, Revisionsfirmaet C. Jespersen. Skandinavisk Tobakskompagni, Statsanstalten for Livsforsikring, The Jutland Technological Institute, Aktieselskabet Varde Bank.

They are all regular readers of the FINANCIAL TIMES • European Edition

For further information about subscription rates in Scandinavia: please contact K. Mikael Heiniö in Copenhagen:

01-13 44 41

Arts Guide

Theatre

LONDON

Les Linksons Dangereuses (Ambessa-dors): Christopher Hampton's mas-terly version of Laclos' epistolary novel is seay, witty and wise, like a collaboration between Marivanz and de Sada. Howard Davies's sall-out pre-Revolutionary production for the RSC has moved from the Pit with Alan Rickman and Lindsay with Alan Rickman and Lindsay Duncan still battling and bitching over lovers and other riffraff.

Missiliance (Barbicam): Rarely seen Shaw, and a much undersated play, given the full RSC works by John Caird, a Polish new woman crashing into the surrey conservatory in her monoplane. Jane Lapotaire sparkles alongside Brian Cux, Elizabeth Soriges and newcomer Richard Spriggs and newcomer Rich McCahe (628 8795, CC 638 8891).

The Phanton of the Opera (Her Majesty's): Spectacular but emotionally mutritional new musical by Andrew Lloyd Webber emphasising the romance in Lerour's 1911 novel. Hapmance in Levour's 1911 novel. Happens in a wonderful Paris Opera ambience designed by Maria Bjornson. Hal Prince's alert, affectionate production contains a superb central performance by Michael Crawford. A new, mentiorious and palpable hit. (839 2244, CC 379 6131/249 7280).

Neuman in Mind (Vandeville): Alan Ayckbourn's new comedy has a bril-liant performance by Julia McKen-zie as a dissatisfied housewife visit-ed on her own garden lawn by an imaginary ideal family. Bleak but funny, hailed in some quarters as

put off by that. (836 9987/5645).

Starlight Express (Apollo Victoria): Andrew Lloyd Webber's rollerskat-ing folly has 10 minutes of Spielberg movie magic, an exciting first half and a dwindling reliance on indiscriminate rushing around. Diswards rock, country and hot gospel. No child is known to have asked for his money back. (834 6184).

42ad Street (Drury Lane): No British equivalent has been found for New York's Jerry Orbach, but David Mercick's tap-dancing extrawaganza has been rapturously received. beën 1 (836 8100).

Madrid, Where Is The Party by Dutch group Figeon Drop. A series of sketches and gags by three actors and three musicians. A sort of pan-tomime, musical, cabaret show. Teatomime, musical, cabaret show. Tea-tro Martin, Senta Brigida 3 (222 93 52), until end of March.

I'm Not Emphapert (Booth): The Tony's best play of 1985 won on the strength of its word-of-mouth popu-larity for the two oldsters on Central benches who hicker upros

Cats (Winter Garden): Still a sellout, Trever Nume's production of T.S. El-lion's children's poetry set to trendy music is visually startling and

February 20-26

and overblown idea of theatricality. (239 6262).

42ad Street (Majestic): An immodest celebration of the beyday of Broadway in the '30s incorporates gems from the original film like Shuffle Off To Buffalo with the appropriately brash and leggy booting by a large chorus line. (377 9020).

A Chorus Line (Shubert): The longestronning musical ever in America has not only supported Joseph Papp's Public Theater for eight years but also updated the musical genre with its backstage story in which the songs are used as auditions rather than emotions. (239 6200).

(239 6300).

La Cage sux Felies (Palace): With some taneful Jerry Herman songs, Harvey Fierstein's adaptation of the French film manages, barely, in capture the feel of the sweet and hilar-activity between the high kishing ious original between high-kicking and gaudy chorus numbers. (757 2626).

CHECAGO

Pump Boys and Dinettes (Apollo Cen-ter): Facetious look at country music and down-home country life with a good best and some memorable songs, especially one played on kit-chen utensils has proved to be a du-rable Chicago hit. (235 6100).

Glongarry Glen Ross (Arena): David Mamet's cutthroat real-estate salesmen show off one aspect of the soft underbelly of American capitalism in its bastion of political support in its bastion of political support. Ends March 2 (488 3300).

Saleroom/Antony Thorncroft

Last year American buyers were bidding up prices of 17th-century London Delft pottery

In contrast the other end of were bidding up century London Delit processing from to exorbitant levels. Yesterday they were missing from century, maintenance they were all a rare dated basket of well, a rare dated basket of sults. The four main lots, chargers produced around 1685 and depicting King Charles II, his Queen, his brother James II, the sensation of the day was and his bastard son James, the £7,700, surely a record, which was paid for two Wemyss-pigs of the early 20th century; they carried a top the market which had been booming, ornate, decorators' art of the late 19th and early 20th

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 8000

Wednesday February 25 1987

Unions within the law

is taken. It is a white paper in all but name and, although comments are invited to be submitted to the Department of Employment by May 5, it is quite clear that the Government

poned until 1988, the proposals would form one of the centre pieces of the next Queen's Speech. It is more probable, however, that they will be an important part of the Conservative Party manifesto for an election later this year. Bringing them out in the form of a near-white paper now means the manifesto will not even have to promise consultations on the changes proposed. Such preliminaries will have already

taken place. The proposals are of a piece with what Mrs Thatcher's administration pledged when it first came to power in 1979: namely, to redress a balance of power in industrial relations that had tilted too far in favour of the unions. The approach has been step by step, involving a major legislative act every

Formidable record

First, the unions were made liable to legal actions for in-junctions and damages, then their legal immunity was removed in cases involving secondary strikes. A further step was the introduction of secret ballots before industrial action. Membership of the unions' governing bodies was also made subject to direct election—again by secret ballot. Some action was taken to protect non-union employees against unfair dismissal.

Looking back, that seems a formidable record of reform. On the whole, however, the closed shop remained intact and indeed provision was made in the 1982 Employment Act to keep it, provided that a suffinumber o voted in favour.

It is a measure of how far the Government has moved that it is proposing to repeal some of its advance own legislation. Yesterday's past.

IT IS a polite fiction that the document suggests that immunity flowers, published yesterday is a green paper—that is, one which calls for widespread consultations before any action is taken. It is a white naper same time, by dropping the closed shop approval provisions in the 1982 act, it would make dismissal of an employee simply for non-union membership automatically unfair.

mitted to the Department of Employment by May 5, it is quite clear that the Government has already made up its mind except on the details.

On the unlikely assumption that the general election is post-poned until 1938, the proposals they thought their union was would form one of the centre pieces of the next Queen's Speech. It is more probable, and to underwrite the night court however, that they will be an authority, probably called the Commissioner for Trade Union Affairs, to which individual members could appeal if they thought their union was behaving outside the law. The Commissioner would be able to speech, it is more probable, and to underwrite the night Court and to underwrite the plaintiff's legal costs.

Industrial relations

Whatever the immediate reaction of the Labour Party, it should not be automatically assumed that such measures are fundamentally anti-union. On the contrary, they represent part of a continuing process of bringing the unions within the legal system—just like any other institution—and of protecting individual rights. It is notable that the guidelines for the new commission are to be modelled on those of the Equal Opportunities Commission and the Commission for Racial Equality. There is nothing illiberal about that; there was a great deal that was illiberal about the closed shop, and the Government's proposals are Government's proposals are wholly welcome.

wholly welcome.

If the reforms go through, the unions will be obliged to keep their members by other means than coercion and old loyalties. Their leadership will be democratically elected and democratically accountable. It, too, will be able to use the courts, as unions do in other countries and, if it has a good case, it should win. The onus is being switched to having a good case in the first place. good case in the first place.

The step-by-step approach to unions and industrial relations so far has been one of the Government's success stories. There is still plenty of scope for improvement in the way British collective bargaining is conducted, but the legal framework which will be in place if the latest proposals are imple-mented is a considerable mented is a considerable advance on the anarchy of the

FUTURE OF THE EEC

Delors' vision of southern comfort

By Tim Dickson in Brussels

HE EUPHORIA has already begun to fade. Unveiled to a rapturous reception from the European Parliament last Wednesday, Mr Jacques Delors' grand design for the future of the European Community—which involves a nearly 50 per cant increase in the size of the Community budget over the next five years—has since met with rather more scepticism.

until (as she sees it) the Brus-sels executive exerts a much tighter control over existing resources

She will not be alone in drawing the parallel between Mr Delors' apparently extravagant "pitch" last week and the fact that most Western European Governments are still strainer to be alone in the strainer. to keep the lid on public sector spending. West Germany, the Netherlands, Belgium, Den-mark and France are all in the ште сатр.

As events in Strasbourg last week demonstrated, there is much more at stake than just another set-piece battle over "Maggie's missing millions" or in this case perhaps "Jacques bulging billions." The Commis-sion estimates that its new proposels imply a Community budget of Ecu52bn in 1992 — in constant 1987 prices—compared to this year's spending of Ecu36.3bu,

the nature of the European Community itself—a free trad-ing bloe, a much closer economic union or an even more ambitious political federa--as well as new tensions caused by the changing balance of power between the richer countries in Northern Europe and the poorer so-called Mediterranean countries to the south. The significance of Mr Delors' speech was that it con-sained a full if not slways coherent statement of where the European Commission thinks the Community is (or ought to be) going.

—set at a notional 1.4 per cent of the value of a common basket of goods and services (the so-called VAT formula)—to a new combination formula including a measure of Gross National Product. By suggesting an of goods and services (the so-called VAT formula)—to a new combination formula including a measure of Gross National Product. By suggesting an upper limit of 1.4 per cent of GNP, the Commission has not surprisingly laid itself open to surprisingly laid itself open to finally implemented, probably

has since met with rather more scepticism.

It was perhaps unavoidable that the member states which actually control the EEC's purse strings would take a leas flattering view than the Parliament, a body ever eager to promote the European ideal.

While there is a broad measure of agreement among Community states that a per cent on the old VAT formula y states that a per cent on the old VAT formula to some 2.1 conceal the real scale of its new demand—equivalent to some 2.1 formula its hardly fair.

Commissioners such as Mr Henning Christophersen, the at pains last weekend to stress the need for more in the way of spending control and less in the way of new initiatives.

Mrs Margaret Thatcher, the British Prime Minister, has already made quite clear that she will not concede any request for extra Community funds until reforms of the Common Agricultural Policy (CAP) yield real and substantial savings and until (as she sees it) the Brussels executive exerts a much

thing quite the opposite.

Commission officials are only

without money, aspirations are worthless, which is why the complex schemes for changing the hasis of member states' contributions to the EEC budget trook centre stage. The Commission is proposing to after the present calculation on which national contributions are based with almost biblical significance for those who share his ambioffered the benefits of a freer internal market a quid pro ono for greater generosity. Reaction in France and West Germany Commissioners want to do more than simply "wipe the slate clean." His speech in Strasbourg was peppered with reference to the clumsily-named Single European Act—a text vested with almost biblical significance for these with almost biblical significance for those who share his ambi-tion to open up "a new frontier for Europe."

> later this year, it will commit the Community to new policies in such fields as research and technology, the environment and themployment conditions. The question is whether the member states are prepared to make it work.

But the issue, is not just that But the issue, is not just that of the new money but the extent to which the Community should extend its competence and adopt new policies of its own. Here Mr Delors also has firm ideas, with the key Commission objective duly confirmed on Wednesday as a doubling of the EEC's regional and social funds during and social funds the next five years - up to about 25 per cent of the budget
—"to bring the weight of Euro-

There is much more at stake than just another set-piece battle over 'Maggie's millions'

too happy to explain that the EEC is already in a hopeless financial mess and that Community accounting is not infrequently a dishonest sham. One reason is that so called traditional own resources the one-third share of EEC funds which come from customs duties and agricultural import

to this year's spending of falling in recent years as a result of the fall in the US future financing may have dellar, increased liberalization been the most tangible issue to a finternational trade, and emerge from the Strasbourg Europe's growing self-suff-mist but underlying the debate ciency in previously imported is a wide range of ideas as to food. More seriously there is what some people in Brussels call the

pile under the carpet "-the bill for items such as non-depreciated agricultural stocks substantial commitments made in past years for extra regional and social spending. As the illustration demonstrates true spending in 1987 is projected to swallow up resources equivalent to 1.65 per cent of the notional VAT basket—way above the 1.4 per cent ceiling set by member

In real money, the overspend new

pean solidarity to bear in encouraging greater competitiveness and more convergence between member states."

The aim is summed up in Brussels by the word "cohesion"—enabling the less developed regions (that is Portugal, Ireland, Greece, parts of Spain, the

land, Greece, parts of Spain, the South of Italy and Northern Ireland) to catch up with the more prosperous and competitive parts of the Community. This is why the Commission's new formula for calculating member states' contribution has not only been devised to in-crease the total pot of EEC re-

sources but to spread the bur-den of providing it more squarely on the relatively richer countries in the club (Benelux and Denmark, alias the "petits riches," France and of course, West Germany). This is to be achieved through a so called "fourth resource" a so called "fourth resource"
—a contribution from member states obtained by making a calculation that takes into account for the first time private investment public expenditure, and balance of trade.

The basic concept of the EEC of the future is that the new "paymasters" are being

—so far muted as the details are fully digested—will ulti-mately be critical to the out-come of the Delors plan. The gamble is that the new thrust of EEC policy will form-ally shift the centre of Euro-pean power further to the south

and undermine the original Paris-Bonn axis. Put very simplistically, that involved West Germany being prepared to pay the lion's share of the original common market in return for access to other countries (not-ably France) for its industrial goods. France meanwhite tended to do best out of the

The new orientation towards "cohesion" inevitably adds to the pressure on agricultural spending, and will be viewed suspiciously in Paris and to a lesser extent in Bonn,

Atention, however, will also Atention, however, will also focus on Britain, which given its historical and political perspective on the EEC as primarily a free trade zone, can be expected to take an equally tough look at the sums. There is for a start the thorny question of the British rebate negotiated by Mrs Thatcher at the Fontaine-bleau summit in 1984. The new GNP-based system of contri-butions is designed to help ease the underlying British "prob-lem"—caused by the atypically small amount received from the CAP plus the UK's high level of consumption relative to overall wealth. This results in a tendency by Britain to contribute more than a fair share to Community resources under the so-called VAT formula.

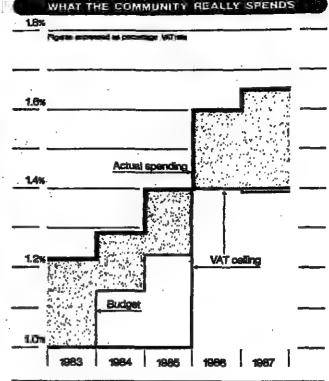
The Commission's plan, would reimburse roughly two-thirds of Britain's net contribution to the Community budget. As at present, half London's net pay-ments to the EEC's farm policy would be handed back

Brussels officials insist that the effect of the change should be "broadly neutral." But as one EEC observer pointed out: "Mrs Thatcher is not going to accept anything—certainly not before an election — that gives away one penny of the money she got back at Fontainebleau."

cerned by the EEC's apparent inability to control farm spend-ing — still as high if not higher than ever for all the talk of CAP reform. Mrs Thatcher's blunt argument is that savings in this area, plus better overall husbandry of Community resources would free the neces-sary cash to pay for Mr Delors' new frontier.

British criticism certain to focus on the somewhat vague new commitment— enshrined in the idea of "stabiliser mechanisms"—to cut the cost of farm policies back to perhaps 50 per cent of





• The budget is relicred to keep within the VAT celling laid down by ministerial agreements. The 0.14 and 0.25 over celling, in 1884 and 1988, were covered by

thirds now.

No one seems sure exactly what the Commission has in mind but the controversial proposal last week for a new EEC.

Both Mr Andriessen and Mr Delors expressing his anger. oils and fats tax (described by Delors (if for rather different the Commission as a "stabiliser reasons) share Mrs Thatcher's the Commission as a "stabiliser mechanism") is not in Downing Street eyes a particularly favourable precedent. Although it could raise more than Ecu 2bn to pay for reforms in that regime, the "mechanism" would effectively be a straight levy on consumers and would almost certainly exacerbate existing trade tensions with the ITS.

Britain's criticism of the pace of CAP reform, however, is the subject of undisguised irritation Andriessen, the EEC's Farm Commissioner, feels he has been given insufficient credit for the achievements of the past few months.

The latest set of proposals
— announced last week in the farm price package for the year beginning this April — are con-sidered by the Commission to be especially tough. Squeals of outrage from Bonn in particular reflect the farm lobby's horror at proposed cuts in cereals prices and reforms to. the "green currency" system (used for converting common EEC prices into national prices)

the overall budget, from two- which would mean further re-

aim to curb farm spending, but the argument advanced in Brussels is that it takes time for the savings to come through, and there may be a limit to how much more certain member states will accept.

Mr Delors, for example, claimed in Streebourg last week that Ecu 6bn of savings have been made since 1984 "thanks to the courageous efforts made by farmers." That achievement, however, had been cancelled out lar which, by widening the gap between world prices and fixed Community prices, has increased the cost of export subsidies and the burden of the CAP.

With farm incomes starting to fall, the farm lobbies which have such a crucial marginal elections throughout the Com-munity seem certain to come back into their own. If that is the case, Mr Delors vision of a more united and cohesive Community with an identity that goes well beyond the CAP is in danger of remaining a dis-

Midlife crisis in Ottawa

MR BRIAN MULRONEY'S Protein the philosophy is in line with gressive Conservatives took the Reagan reform in the US. pressive Conservatives took power in Ottawa in September 1984 amid expectations that great changes would be wrought in Canada. Now, halfway towards the latest possible date for the next general election it all looks a good deal less thrill-ing. The Progressive Conservatives are doing hadly in public opinion polls; their government has suffered a number of scandals, largely trivial but none the less annoying; and only limited progress has been made with tackling some major issues in Canadian public life.

The budget tabled last week is a case in point. Originally it was intended to coincide with proposals for sweeping tax reform. But they have been postponed. The Mulroney Gov-erument's potentially most im-portant initiative, for a free trade agreement with the ITS trade agreement with the US, the positive side, the economy has done well after the recession of the early 1980s, though the reasons are cyclical rather than the result of good management in Ottawa.

Political courage

The budget itself was, on the whole, unexceptional if rather routine. By increasing some consumption taxes, Mr Michael Wilson, Finance Minister, displayed a political courage often lacking in the Mulroney era. Mr Wilson's forecast that the budget deficit would fall from C\$38.3bn (about £19bn at the present exchange rate) in 1985-86 to C\$23.9bn in 1987-88 demonstrates the progress made. demonstrates the progress made with one of the country's more intractable problems.

But by putting back to some time in the spring his announcement of plans for tax reform. Mr Wilson deprived the occasion of much of its interest. Tax reform is intended to shift part of the tax burden from incomes to consumption by bringing in something akin to European value added taxes. The reduc-

but the precise nature of Mr Wilson's proposals is awaited Mr Wilson appears to hope that tax reform can be passed into law by this time next year. The current Tory majority in the Canadian House of Commone is probably large enough to make that possible. Yet it does seem rather odd to leave so fundamental an overhaul of the taxation system until the end of a legislative period. It may be that Mr Mulroney and Mr Wilson expect their reform to be sufficiently popular to give, their party a boost in the next general election, but that sort of speculation can go wrong

Tight timetable

In the case of the free trade talks with the US, the delay: have been in Washington rather than in Ottawa. Time is running abort. President Ronald Reagan has until next January to get an arrangement negotiated and approved by Congress. That means that the negotiations must be concluded by the summer-and preferably early summer—in order to secure Congressional approval in time.

Unless there has been more progress in the working groups than has become known, the timetable is tight. Congressional opinion is at best lukewarm about free trade with Canada Even while negotiations have been going on, both countries have played tit-for-tat in various trade disputes. But Ottawa has itself to blame for some of the difficulties. Its determination to shield from the effects of free trade sectors crucial to the Canadian identity, such as publishing, may be understandable. But it is hard to grasp the logic (though not the expediency) of wishing to fit into a free trade arrangement the existing safe-guards for the Canadian motor industry.

Besides pleasing economists tion of marginal personal and a majority of Canadien income tax rates thereby made industrialists, a free trade deal income tax rates thereby made possible is supposed to be with the US would constitute made enhanced by closing the Mulroney's greatest claim to notoriously large number of fame, given traditional Canadian hostility to the idea. But as yet there is no certainty that he can A similar pattern of lower pull it off. In this matter, as in ates but fewer loopholes is some others, the era of change rates but fewer loopholes is some others, the era of change expected to be proposed for promised in 1984 has yet to corporate taxes. On the whole come.

Japanese call for adventure

The year is 5980. You live on the green planet but evil beings are threatening the life force. What do you do?

If you live in Tokyo, you call 371-9000 and embark on a tele-phone adventure, the latest phone-in gimmick from the newly-privatised Nippon Telegraph and Telephone. Launched last summer, telephone adventure has logged more than 1.5m calls, making it one of the most successful, long-running telephone services in Japan.

Dreamed up by an NTT branch office in Tokyo, the game gives the caller a space adventure story which can only unfold with the correct selection of the next number to call. It can take seven to 10 calls to win the game and prizes such as T-shirts or telephone headsets. The losers, of course, make more telephone calls, ensuring that NIT is the real winner every time. The company estimates to makes Y30 (159) to Y50 on each call,

Parents are already protesting that the game is turning



Dad-I think the evening

Men and Matters

children into telephone junkles. | market is higher than the Jour-But NTT points out that the Japanese were addicted to phone-in services long before life started on the green planet. Last year's Panda service, for example, which treated callers to the cries of Tokyo's new-born panda, received 200,000 calls a day for 20 days.

NTI estimates it has more than 20,000 telephone services in operation throughout the country, ranging from stock price information to Buddhist sermons. A recently listed number to get information on AIDS has had a record 380,000 calls daily over the past week or so. NTT expects the AIDS calls to taper off shortly, but it is hop-ing for much more growth in

Paper chase

The Singapore minister for communications and information, Dr Yeo Ning Hong, yes terday said the Singapore Government is prepared to con sider a proposal from the Asian Wall Street Journal to distribute the paper free of charge.

But Hong's sting was in the tail of his proposal. He would also require the paper to be distributed with all its advertising blanked out. As this Far Eastern edition of the Journal, printed in Singapore, derives by far the greater part of its revenue from advertising, the minister's proposal is not one to attract the

paper's publishers. The Singapore circulation of Harmer Holbrook, as the new the Journal was slashed from company is called, has received 5,000 to 400 last week by a Singapore Government order

The Journal has had to re-

sort to putting its case against the Government by buying ad-vertising space in the rival Straits Times. Screen painting

Never tell Martin Holbrook that art and science do not mix. Holbrook, a designer by training used to draw conventionally with pencils and paper until he was hired five years ago by Quantel, an innovative electronics company based in

Hotbrook's job, as the company's art director, was to help Quantel's engineers to perfect a series of electronic "paintboxes" with which artists can produce pictures on een, using computer controls.

Several hundred of Quantel's £120,000 video painthoxes are used around the world, mainly in TV studios. And the company recently launched a new, higher resolution graphic paintoox, costing twice as much, which can produce high quality prints for work in advertising and packaging.

Holbrook, who says he "fell in love" with the machines, has just left Quantel to start his own company, specialising in applications of the graphic paintbox. With the development of the equipment over, he says he was getting bored and needed to return to design. Family connections helned

investment of £650,000—mainly to buy a couple of paintboxes after the Journal refused to publish a letter from a government official criticising an article on the city's new secondary stock market. The Government's opinion of that family, putting up £100,000.

Holbrook's company, to be based in London, will start with a staff of five, and aims to offer its creative services mainly to customers in the advertising and printing industries.

Its first customer is Sir Sidney Nolan, doyen of Aus-tralian artists, who for one of his latest commissions will dis pense with easel and brushes and try his hand with Hol-brook's high-tech hardware.

After life

What happens to Yuppies (young upwardly mobile professionals) when they reach twoscore years and ten? The answer is that they enter a new life as Zuppies. In case

a new life as Zoppies. In case you haven't guessed, that stands for Zestful, Upscale People in their Prime.

The US newsletter World Food and Drink Report claims this is the fastest growing population segment in the US. And it is gaining the respect-ful attention of advertisers and marketers because of its economic clout — which includes control of four-fifths of the financial assets of all US households.

Zuppies reportedly find nourishment at fine restaurants on a healthy diet, consisting of meats, seafood, vegetables, and dairy products, complemented by vitamins and regular exer-cise."

And to think we used to refer to the "middle-aged," and - worse - senior

Heaven or hell

What is the difference between heaven and hell in Europe? Heaven: the police are Eng-lish, the chefs are French, the engineers are German, the lovers are Italian, and Europe is run by the Swiss. Hell: The police are German

the chefs are English, the engineers are French, the lovers are Swiss, and Europe is run by the Italians.

Observer



For further corporate information please contact the Publicity Department BRITISH VITA PLC, MIDDLETON, MANCHESTER \$24 208 TEL: 061-843 1133 FAX: 061-853 5411 TELEX: 669094



THE GREENWICH BY-ELECTION

WITH speculation mounting over an early UK general election, Labour ought to be looking forward to a tub-thumping victory in Greenwich—a seat it has held since 1945—to firm up its challenge in the race for number 10. However as things stand, any sort of Labour victory in tomorrow's by-election will be gratefully

Despite differing opinion poll findings in the south-east London constituency, it is clear that a traditional Labour seat is under threat from the Liberal-SDP Alliance at a time when the party should be reap-ing the benefits of government unpopularity and attracting support for its alternative policies.

support for its anternative policies.

Instead, Labour has been forced to fight a largely defensive campaign to protect its candidate from accusations of extremism, and the party from renewed allegations of infiltration from the hard left.

If the Alliance manages to steal the seat from Labour—some late opinion polls show the Alliance trailing by only four percentage points—it will be the first time it has done so since Mr Simon Hughes, a Liberal candidate, took Southwark and Bermondsey from Labour four years ago.

wark and Bermondsey from Labour four years ago.
Labour started the campaign leading the poll with 35 per cent of the vote and the signs are that it will improve its share to more than 40 per cent. But a last-minute switch of support away from a disintegrating Tory campaign could still snatch the seat from Labour.

Evidence suggests that the

the seat from Labour.

Evidence suggests that the
Tories may be squeezed into a
poor third place by the sort of poor mird place by the sort of tactical voting which could prove decisive in marginal con-stituencies at the next general election. Particularly worrying for Labour will be the latest poll indication that up to 40 per cent of Conservative supporters in Greenwich may be prepared to swing their votes behind the Aliance in order of see off

1887

i mein furder b

on his wings

Undheisen auf #

or namer cities or Mas Training

form spending by

1744 11 (2 to 18

a. To state torong

o for example n of raving him

geous effort side That achieves,

widening the ga I process and find

15. 042.

1:00 SET | 1:00 SET | WEST

carrier the Cos

pertain to com

t that if that a

Descriptions of the control of the c

THE CONTRACTOR

77-70

With the Labour Party's steady recovery in national sup-port since 1983 apparently stalled, the loss of Greenwich could not be seen as anything other than a major setback. Any sympathy not expended on Mrs Deirdre Wood, the Labour candidate, reduced to tears last weekend by revelations about her family life, would then be best directed at Mr Neil Kin-nock, the party leader. It was the selection of Mrs Wood, an undisputed subscriber

to London's newly-emerging hard left — against the Labour leader's political instincts and wishes — which has given the fight for Greenwich a special political piquancy.



Rocked by a tactical wave

By Michael Cassell

didate for the by-election, Mrs Wood's selection was much more difficult to block. Party headquarters in Walworth Road, alerted to the danger of put-ting up a hard-left candidate, tried to impress upon the selec-tion committee the national significance of the contest and the need to choose a candidate who would but down the middle. But no constituency party likes intervention from head-quarters and, in the event, they chose the person who had always looked to be the front

A former Greater London be among the less strident of councillor and now chairwoman of the Inner London Education have set their sights on West-

Unlike Knowsley North last Authority staff committee, Mrs year, when the Labour leader wood has confounded attempts ship intervened to prevent the local constituency party from and has swathed herself in non-choosing a militant-backed can-committal moderation.

She appears happlest and most confident when discussing what she sees as live local issues like better housing, education and seeinly services. and social services. But she is clearly uncomfort-

sut ane is clearly uncomfortable when challenged about her support for black sections in the Labour Party, or her apparently ambivalent views about the value of NATO. She also admits involvement in the controversial GLC decision to invite Sinn Fein to London for talks.
While her record in local
government aligns her with the minster. Even so, doubts cast over her real political identity have made some traditional Labour voters wary of support-

If was at Greenwich Palace that Sir Waiter Raieigh laid down his cloak to protect Elizabeth I from getting mud on her shoes. There have been few such niceties for Mrs Wood, the victim of a smear campaign, principally by sections of the press rather than by the other candidates. So high are the stakes, however, that her weekend tears were accompanied not only by indignant protests, but by party calculations about the likely strength of any resulting

The constituency, home of the Royal Naval College and embracing gentrified Georgian terraces and precast concrete council blocks, is rich in inner city problems as well as history. The setting for architectural set-pieces by Vanbrugh and Wren, Greenwich also has less attractive, contemporary landmarks, like an above-average unemployment rate of 14 per cent, lengthy hospital waiting lists and large numbers of council houses in need of repair. The riverside constituency has been without an MP since Christmas Eve, following the death of Mr Guy Barnett.

A popular, well-respected The constituency, home of

A popular, well-respected MP, Mr Barnett's majority was nevertheless shaved uncomfort-table close—down to 1,211—in Mrs Thatcher's landslide victory of 1983. All three principal parties attracted more than a quarter of the votes cast.

The Alliance has extra incentive to make a good showing as part of its effort to recover the level of national support which so dramatically crumbled following last autumn's debacle

Mrs Rosie Barnes, a former Labour voter who was asked to stand for the Alliance two months ago when the previous SDP candidate withdrew, is a sDP candidate withdrew, is a market researcher and lives locally. She has fought a competent if uninspired campaign. If she manages to engineer an Alliance victory, taking its share of the vote to perhaps 30 per cent, this could spell bad news for Prime Minister Mrs Thatcher.

The Conservatives, who handed their banner to Mr John Antcliffe, a 25-year old merchant banker and Greenwich councillor, will attempt to shrug off the result as a predictable protest vote against the Government. But if it presages an increasing use of the tactical vote at the next general election, Green-wich could prove one of the most politically significant by-elections of recent years.

STUDENT FINANCE

Lessening the tyranny of three-year courses

By Christopher Ball

STUDENT GRANTS or student for increased student grants is not likely to prevail.

I fear that the campaign to increase the value of grants increase the value of grants might succeed only at the supplement their grant from social security benefits, earnings, or horrowing. Students whose local authority grants are reduced by the Our major competitors, often one one. It is proposed to the third year of ing on it. The proposal is in two parts:

I fear that the campaign to increase the value of grants might succeed only at the expense of reducing access to higher education. This would have the right to two years' full grant, payable at the home rate—unless a case can be substantiated for living away from home, such as substantiated for living away from home, such as substantiated for living a closer match petween the supply of qualified manpower and demand from embark-ing on it. The proposal is in two parts:

First: all students starting an initial higher education course should have the right to two years' full grant, payable at the home rate—unless a case can be substantiated for living away from home, such as substantiated for living actieving a closer match petween the supply of qualified manpower and demand from embark-ing on it. The proposal is in two parts:

First: all students starting an initial higher education course should have the right to two years' full grant, payable at the home rate—unless a case can be substantiated for living actieving a closer match home in which ease two years' full grant, payable at the home rate—unless a case can be substantiated for living actieving a closer match home in which ease two years' full grant, payable at the home rate—unless a case can be substantiated for living actieving a closer match have the right to two years' full grant, payable at the home rate—unless a case can be substantiated for living actieving a closer match have the right to two years' full grant, payable at the home rate—unless a case can be fully fully fully fully fully fully fully fully fully ful grants are reduced by the means-test applied to their parents' income are often in a worse plight: as many as 43 per cent of such parents fail Our major competitors, often with less generous systems of student awards, do better. One of the main impedi-ments to increasing access is to make their full contribution, although it is their plain duty to do so. Most students manage on a mix of grant and loan and many find they must earn extra money in vacation to make ends the Treasury's understandable concern at the high unit-costs

This is not necessarily a bad thing. It is probably good for students to face some of the economic realities of life; it is certainly desirable to encourage them to relate their academic studies to the world of work. What is unsatisfactory is the pretence that the full grant will be adequate. Students know this is not so. In consequence, we have an informal wallary and the students and the students when the students wallary and the students wallary wal we have an informal, unplanned and unfair system of mixed grants and loans. We need to formalise it, plan it, and ensure that it operates fairly. That is the challenge facing the review now being conducted at the Department of Education and Science.

meet.

The National Union of Students argues that the grant should be restored to a fully adequate level. Their calculaacequate level. Their calculations show a 21 per cent decline since 1978-79: the Education and Science Department recognises a 13 per cent drop. In either case, the cost of restoring the full value of the grant would be considerable. Some £800m of public funds, or about a sixth of all higher education expenditure, is now education expenditure, is now committed to the mandatory maintenance grant. The NUS also wants the parental means-test to be abolished. To do this, as well as increasing grants by 15 per cent for example, would cost about £380m a year.

This is not likely to happen. In the flerce competition for a greater share — or, at least, not a reduced share — of

be substantiated for living away from home, such as subject specialism, remoteness of home, in which case two years grant would be paid at the away rate. This would extend free "state" education to age 20, for standard, 18-year-old entrants, and to mature entrants, at any age, for two years. This should help significantly to increase numbers in higher education.

Two counter-arguments must of higher education, arising from the quality of teaching inficantly to increase numbers and student support provided. Unit-costs are especially high in the universities, because of the research premium; but that a two-year qualification or

The aim is to re-allocate resources to open up higher education to a wider group

cost to public funds is markedly higher than in France or West Germany. A significant component of

cost is the present student award system. What is needed is a reform of the system which will maximise access to higher education while not making unrealistic demands on public

The proposal I would like to see considered derives from the Leverhulme Report of 1982, It has as its central objective has as its central objective maximising access to higher education. It would also assist in the achievement of national planning objectives through the selective use of "longer" awards and stimulate a review of course length and structure, becoming the transpare of the lessening the tyranny of the three-year full-time under-graduate course, which dom-inates higher education in this country and inhibits many

even in the polytechnics and Diploma of Higher Education colleges, where over 50 per would not be marketable, one cent of English higher educamay answer that the scheme tion is carried out, the unit would force institutions to review the content of courses to ensure marketability. The objection to two-year courses is also weak because it is based on

the notion that the initial qualification is also the final one. This should not be so: much more emphasis should be given to on-the-job, continuing The normal provision of the home rate of grant would not require students actually to live

at home or to attend their local higher education institution. If they took the view that it was desirable to study away from home, they would be free to enhance the basic grant by vacation earnings or by borrowing.

What is at issue is whether the appropriate was appropriate we are appropriate.

it is an appropriate use of pub-lic funds to pay for nearly all full-time students to live away from home. The second part of the pro-posal is that students wishing

In the less specifically vocational areas, where employers might not run a sponsorship or bursary scheme, there would be two alternatives for further study: to fund a further full-time year of study privately, perhaps through a loans scheme; or to pursue further study on a part-time basis.

The scheme proposed includes the provision that the fees element, but not the mainten-ance grant, of the third year of full-time study (or of two fur-ther years of part-time study)

— whether undertaken immedi-stely or deferred — would be available by right to students who completed the initial two-

year programme successfully.

In the less specifically vocational fields, this could lead to a transformation of course transformation of collises
structure and operation, with
two-year full-time courses "topped up" to degree level through
a variety of methods.
Private funding could be
obtained on a commercial basis
(hanks might be more willing

(banks might be more willing to make loans for the third and final year of a degree course to students who had already demonstrated capability and commitment) or through stateoperated schemes, perhaps managed through the higher educa-tion institutions. In either case, the proposal would permit the abolition of the parental contribution.

While the proposed solution is set within the current context of constrained resources, it is not intended to reduce spending to re-allocate existing resources so as to open up higher education to a much wider group—our only hope of creating the modern educated society we seek and providing the skilled brainnower that industry the brainpower that industry, the professions and the services

Employment figures

From Professor P. Layard Sir,—In the recent employ ment debate Lord Young said of my article with Andrew Clari (February 11), "Professor Layard has got his sums wrong yery badly wrong indeed. He is wrong to treat the self-employed as non-persons, wrong to say that employment growth has ceased." We did not do any of these things. Instead we reised on the following facts.

Until Angust last year the proportion of people (of working age) in the measured labour force was rising strongly and steadily. From August onwards this trend appears to have stopped in its tracks. The most plausible explanation of this is that people have been pushed

off unemployment benefit but not into extra jobs.

Between June 1985 and September 1986 the Depart-ment's figures show there was no increase in the proportion of people who had paid jobs as employees, even including those on the Community Programme, which grew by 100,000.

There is no information about the growth of self-employment since June 1985. We followed the Department of Employment ssuming that this had grown at the same trend rate as be-fore June 1985, and we did include the self-employed in our

clude the self-employed in our estimate of employment.

As regards the numbers of employees since last September, Lord Young asked "What does the good Professor know that we don't?" The answer is that, just as he estimates self-employment since June 1985, so we estimated the number of employees since September 1986. To be precise, we assumed it equalled the change in employees in manufacturing employment plus 18,000 a month (this being the average differ-(this being the average difference between the two numbers in the previous 18 months). All our figures are available in a (Professor) Richard Layard. London School of Economics, Houghton Street, WC2

The law in

Iraq From the Press Counsellor, Embassy of the Republic of

- I write to give some sir, — I write to give some explanation to a small news item (February 18,) which could easily be misunderstood. The law in Iraq concerning the abuse of official positions for the purpose of private gain is extremely clear. Convicted offenders face the death penalty, as indeed do those who make public harmful diclosures make public harmful diclosures of government contracts. It is in this way that Iraq is able to safeguard its economy and well being despite being in the seventh year of a costly war.

Letters to the Editor

mats however, as here, are both fanciful and misleading in their assessment. There is no element of the army likely to mount a challenge to President Saddam Hussein. He is in full control of the country and en-joys the complete confidence of is commanders. There may be some misunder-

standing about the role of a mayor. Unlike Britain, where mayors tend to stem from the political system, Baghdad is run on a totally different line. The mayor is more of a paid civil servant who is responsible for the efficient functioning of the city's infrastructure. Mufti the city's infrastructure. Multi-was not a politician and not involved in any alleged plot-ting. He did commit a gross breach of a very well defined iaw and for that he paid the penalty.

Wajeeh K. Kaissi, 177 Tottenham Court Road, W1

Drawing the line in Singapore

From the Acting High
Commissioner, Singapore
Sir.—I refer to the article
"Drawing the line in Singapore," by Steven Butler (February 11), reporting on the restriction imposed by the Singapore Government on the circulation of the Asian Wall Street Journal (AWSJ) in Singapore.

You quoted the Singapore Government statement that the AWSJ had implied that "SESDAQ was being foisted on the Singapore financial scene by the Government, in order to preside over the disposal of dud companies to its own citiens," but commented that
"The [original AWSJ] article
certainly did not say this
expressly, and it is by no means the only interpretation of what the article meant." and that The Journal article contained

no allegations of government corruption, illegal behaviour or misconduct." misconduct."
The actual words of the
AWSJ article speak for themselves: (a) "State finance officials
have staked plenty of face on the government-inspired ven-ture. In Singapore, this is often more important than the needs and desires of the marketplace." (b) "The Government will use the new ex-change to unload state-conchange to unload state-con-trolled and government-backed (According to Webster's New International

Abdelwahab Mufti were not unspecified, as you reported. They
were quite specific.

Anonymous Western diplomats however, as here, are both
another than the state of the specified of the spec troubles among some of these [Economic Development Board] -aided concerns in the past few years was a primary reason for devising a new exchange...
The EDB was looking for a way to push these companies along the road, says a merchant

> Your correspondent said the AWSJ had claimed in a letter to the Singapore Government that the article had been misinterpreted. The oppposite is the case. The Editor and pub-lisher of the Journal had re-iterated the charges in his

Your correspondent reported talk of the need for "surreptitious means to obtain copies of the newspaper." There is no need to be surreptitious. Copies of the AWSJ are available in libraries and openly sold in Singapore. Anyone who is unable to buy a copy can perfectly legally photocopy articles in the AWSJ for his private use.

The Singapore Government does not seek to dictate what foreign publications put into their letters columns. But it does insist on its right of reply

does insist on its right of reply when it has been unfairly and maliciously attacked. For a newspaper to deny this right is to deny the very freedom of speech which it is claiming to uphold. This is what the AWSJ

(Mrs) Mary Sest-Cheng. 2, Wilton Crescent SW1.

A local lad from Ghent

From Mr J. Thissen Sir,—In the Weekend FT of February? there appeared an article under the heading "Debut of ECU coins." I agree with the contents of the article save one passage in the last paragraph where Mr Tim Dick-son tells us that Charles V was "... a local lad from Bruges..." "... a local lad from Bruges..."
As an inhabitant of the city
of Ghent I strongly protest
against this affirmation as the
said Emperor Charles V was
born in Ghent in 1500 in the socalled "Prinsenhof" at which
there are still some bricks left.
The mother was Jeanne of
Castilla, later called "la Folle."
deuchter of Isabella of Castilla daughter of Isabella of Castilla and sister of a certain Catherine of Aragon, mother of a certain Bloody Mary. The father was Philippe, called le Reau, son of the Emperor Maximilian and of the Emperor Maximilian and of are good ones.

Duchess Mary of Burgundy who N. F. Sussman

York, an English lass, and the Duke of Burgundy Charles the Bold. The Emperor Charles V had from time to time some

ever since.

National pay bargaining From the Chair

British Clothing Industry

Small- and medium-sized firms which abound in our industry just do not have the facilities or expertise to become involved in the complicated process of local negotiations especially when they can see over the period of time that national wage bargaining has existed that the settlements reached have been responsible and moderate

Throughout this time there

We must all be prepared to consider change and look at alternative ways of doing things and the clothing industry is in the process of doing just this at present. Old habits die hard, however assectable when the was a child of Margaretha of 7 Smullow Place, London WI.

business with an English lad, called Henry VIII, if I remember well, and an English Cardinal named Wolsey. Kradiothank

Coffee prices

From Mr R. Cruss
Sir,—Coffee prices in the
markets peaked around January
last year and have been falling
ever since. Instant coffee prices
in the shops peaked at the same
time and have stayed the same

Someone, somewhere, is making an awful lot of money. It looks like a classic case of lack of competition, either by the producers or by the retailers. I would guess that it is high time for an Office of Fair Trading investigation. R. E. Crum. 39 Hall Road, Norwick.

Sir,—The chemical industry is not alone in making the case for national pay bargaining. For the past 75 years the clothing manufacturing industry has been covered by a national wage bargain which includes all the main terms and conditions of employment, pamely rates, bours holidays etc.

hours, holidays, etc. In an industry which today employs over 200,000 people in locations large and small throughout the length and breadth of the country, national pay bargaining has been, is, and will be an essential prerequisite for the continuation of indus-trial stability in such a diverse and widespread industry.

indicators prevailing at the

has not been one national strike and incidence of industrial disputes are a considerable excep-tion to the rule. Some may call this cosy others would say it is stable and effective.

however, especially when they

ISTHIS YOUR AD AGENCY'S VIEW OF MPX?

We very much doubt it.

Competition amongst agencies is far too keen for them to miss out on something new like MPX. (Well, new to Britain. It has been available in America for almost three years.)

MPX stands for magazine page exposure. It's a measure of the average number of times pages in a magazine are seen.

Each magazine has its own MPX 'score'. This varies depending on how the magazine is used by its readers. Radio Times, with its ten days at home, has an MPX score of 2.5.

That is, on average, one insertion gives 2.5 opportunities for people to see your ad.

the second secon

By comparison, one transmission of a television or radio ad, gives one opportunity to see, or hear, that ad. (If you want more, you pay

more.) Of course, one exposure to an ad is worthwhile. It produces a response.

This has been thoroughly proved by research in America.

But the same research has also proved that two exposures almost doubles this response. And remember, Radio Times gives you more than two exposures.

Any evaluation of a schedule, based on the assumption that one press insertion gives only one opportunity-to-see is, bluntly, out of date.

We've no doubt your agency is responsibly

monitoring your budget, and using MPX. But it might be as well to check.

Also, we should point out that applying MPX usually works in our favour. However, it always

For further information contact Head of Advertisement Department, BBC Enterprises Limited, 35 Marylebone High Street, London WIM 4AA. Tel: 01-927 5238, Sources: MPX Consortium Study 1986. "Derived from various Polizz audies, see "Magazine Newslewer of Research - No. 37," Magazine Publisher's Association, May 1982.

FINANCIAL TIMES

Wednesday February 25 1987



INWARD INVESTMENT BY JAPANESE WILL SHARPEN COMPETITION

New industrial threat from Japan

BY GUY DE JONQUIERES IN LONDON

GOVERNMENTS and industries in Western Europe are likely to face considerable strains adjusting to the impact of increased inward investment by Japanese manufacturing companies, according to a study sponsored by Britain's Royal Insti-tute of International Affairs (Riia).

The study says further greenfield investments by the Japanese will add to excess capacity and sharpen competition in several European industries while Japanese atte acquire existing European companies may stir up political controver sy in the countries concerned.

The next wave of Japanese inward investment is likely to have an important catalytic effect on European and American companies in Western Europe, in that they will probably step up defensive crossfrontier mergers in order to rationalise existing capacity before it can fall into Japanese hands," it says.

There is thus a possibility that Europe's industrial structure will be polarised for a while between Japanese-owned or linked companies and the rest," the study says. It notes that some US multinational companies are already preparing for stiffer Japanese compe

Western Europe will have to strike a delicate balance between policies aimed at promoting the emergence of "European champions" and the encouragement of inward ment by competitors from Ja-

Industrial policies which place too much emphasis on intra-European collaboration could create a fact that Japanese industry is still ghetto mentality among future Jap- at an early stage in building up an mese investors, the study says. On the other hand, some governments may seek to involve Japanese com- shore subsidiaries. panies in their national policies in the hope of gaining a lead over their able to level the complaint against

The study, written by Mr Louis themselves as closely into host Turner of Riia, is a joint project economies as the more established with contributions by researchers multinationals have in Europe and

NatWest

pass £1bn

Banking Editor, in London

NATIONAL Westminster Bank

(NatWest) yesterday became the first UK bank to break through the

billion pound profit barrier - just.

Lord Boardman, the former Con-

servative minister who is now the

bank's chairman, announced record.

results of £1.011bn (\$1.55bn) pre-tax

for 1986. This makes NatWest the

second largest bank profit earner in

the world after Citicorp, the largest bank in the US, which last month

reported pre-tax profits of \$1.7bn (£1.1bn).

True to its sober image, the UK's largest retail bank avoided any special celebrations as it passed the

milestone. The only comment Lord Boardman permitted himself was to

anticipate critics who might think NatWest was making too much

The profits, he said, "demonstrate

our very considerable contribution to the UK economy, which is often

overlooked by politicians." The bank will pay tax of £390m on its £1hn profit, he pointed out.

The 28 per cent profit increase

was due largely to its retail banking business, which attracted nearly 1m

new accounts last year, and built up

loans to companies. Other parts of

Nat West's business did less well

because of high development costs or concern about international loan

The results reveal that NatWest

lost £38m in launching NatWest Investment Bank (NWIB), the new securities and merchant banking

subsidiary it created for the Big Bang deregulation in the City of London, The bulk of this went to

profits

By David Lascelles

Country	No of cases	Amount (Sm)	% share			
Australia	1,209	3,621	4.3			
Brezil	1,296	4,587	5.5			
France	690	819	1.0			
Hong Kong	2,405	2,931	3.5			
Indonesia	1,381	8,423	10.1			
Liberia	637	2,455	2.9			
Luxembourg	83	1,216	1.5			
Hetherlands	294	1,687	2.0			
Pename	2.374	6,440	7.7			
UK	1,048	3,141	3.8			
US	12,525	25,290	30.2			
W. Germany	758	1,343	1.6			

in Europe, Japan and the US. It was financed by the Anglo-German Foundation and the Tokyo-based National Institute of Research Adv-

It says a "perception gap" exists about the role of Japanese overseas investment. While many Japanes believe they have a missionary duty such claims are viewed with scepti-

cism elsewhere. The study says that longer-term pressures on Japanese industry to widen and deepen its overseas inestments are unavoidable and that Europe must accept this situation, provided Japan continues to remove restrictions on inward investment from overseas.

The study acknowledges Western complaints that many Japanese plants overseas are "screwdriver" operations using unskilled labour to But it argues that this reflects the

"It is, therefore, totally unreasonthem that they have not integrated

FOREIGN BANKERS in Argentina have admitted that the crisis in Brazil will create serious problems

in the renegotiation of Argentina's foreign debt. "So long as Brazil

takes a tough stance, so will Argen-

tina. The influence of the Brazilian

issue is going to be very strong," said the vice president of a major foreign bank in Buenos Aires.

Government officials, however

dany that there will be any form of

"joint action" between Brazil and

Argentina, although they admit

that there are "constant consulta-

tions taking place."

Argentina's debt negotiation with its creditor banks will reach a criti-

cial phase this week when Mr Mar-

io Brodersohn, the Finance Minis-

ter, arrives in New York following a

the US. All that one can ask of them for the moment is that they acknowledge that screwdriver operasional first step in the process of be-coming a fully fledged multination-

al," the study save. It argues that Japanese compawhile they seek to lay down deeper roots in host economies. However, it also notes that few of them are sensitive to demands that they in-

Much of the study is devoted to an analysis of Japanese overseas direct investment and international collaborative ventures in the connumer electronics, automotive, information technology and aerospace industries.

Japanese companies have often entered such arrangements, chiefly out of concern about trade protection, and they are, in many case the stronger pariners, but the study finds no evidence that they have behaved ruthlessly or sought to destroy Western industry.

Western, and particularly European, dependence in collaborative ventures with Japan has been greatest in the consumer electronics and information technology sectors. Western companies have had

Bankers fear Brazil crisis will

endanger Argentina debt talks

banks do not accede to Argentina's

proposals, he is to return "immedi-

ately" to Buenos Aires, not with the

intention of breaking off negotia-tions but to emphasise that Argenti-

na will not make concessions on its

growth target of 4 per cent for 1987 or on its demands for a substantial

reduction in "spreads" similar to that obtained by Mexico.

to 1% of a point over Libor the Lon-

don interbank offered rate while

the banks are prepared to go no

Argentina is seeking a reduction

nese in consumer electronics while in information technology "the tech-nology and product flow is all one way - from Japan to Europe," the

For many European consumer electronics companies, intra-European collaboration may become more attractive than alliances with Japan, it says. In computers, European companies have an advantage over the Japanese in software and systems design, but they have been unable to capitalise on it.

The automotive industry has seen the widest range of collabora-tion agreements involving Japanese companies, many of which have benefited the Western partners. The study suggests that the pattern may change, as collaborating companies start to compete with each other and Japanese companies have to decide whether to jettison or acquire smaller Western part-

hich Japan has entered collaboration from a position of relative weakness. In spite of the Japanese Government's goal of building a stronger national industry, it presents no immediate threat to the superiority of Western industry.

The Japanese Government should concentrate on promoting the smooth expansion of oversess direct investments and collabora tion while encouraging Japanes apanies to deepen their presence in host countries and opening up its own economy to more foreign inestment, the study says.

European governments should try to improve the competitiveness of indigenous industries while ancouraging Japanese inward investment as a means of keeping competitive pressure on local compa-

pan, by Louis Turner, Chatham House Paper No 34, published by Routledge and Kegan Paul, 11 New Fetter Lane, London ECAPARE.

months in the hope of obtaining

The final approval of Argentina's new IMF standby loan last week,

"critical mass" of 90 per cent of Arg-entina's creditor banks agreeing on

a new financing package, has reduced Argentina's room for manocuvre, since such a condition was not proposed before. However, whereas Argentina has not yet given any indication that it might follow.

ernment is expected to announce

low Brazil's lead by suspe

better terms.

lower than 1½ per cent.

Foreign bank sources say that the issue of spreads will be a very difficult one, even more so than the differences between Argentina and the banks over "on-lending" or debt.

On the domestic front the Gov-

Syrian troops tighten grip on W. Beirut

SYRIAN troops tightened their iron grip on West Beirut yesterday although members of the pro-Iranian Hizbollah ("Party of God") protest-ed in the Basta District by setting fire to a small prison used by the

At sundown last night Syrian troops were expected to move into the area, which have been the stronghold of the group, to take the "Fathallah" prison. It is believed, however, that the

militants responsible for most of the kidnappings of Western diplomats are prepared to free hostages whose release is not vetoed by Iran. The word from Hizbollah quarters was that the extremists were

prepared to pull out, freeing hos-

ages, as they withdrew to the south There was also no indication of showdown between Hizbollah and the Syrians. An informant close to the movement said that, despite their opposition to the Syrian pres-

ence, there would be "no confronta tion with Syrians in Beirut". He was speaking after the visit to Damascus on Monday night of Mr Ali Akbar Velayti, İran's Foreign Minister, and Mr Mohsen Rafiq-Dost, Revolutionary Guards Minister, for talks on the repercussion

of the Syrian intervention. According to diplomats in the Syrian capital, Tehran was taken sback by the military thrust, which followed a week's fierce fighting by the militias of the Druze Progressive Socialist Party and the main-stream Shiaa Amal movement.

"This reflects the anger of the people that the Syrians can come now", said one bearded Hizbollahi commenting on the protest destruc-tion of the prison, which had been the main headquarters of the movenent's fighters.

Inside, turquoise-blue walls and colourful murals meant to picture the heavenliness of Islam and the wickedness of Israel and the US, vere charred with smoke.

In the centre of West Beirut the Syrians took over major military fortifications and offices without resistence, even finding time to have their shoes cleaned and to film what is left of this Mediterranean

city's scenic shores. Forlorn-looking Syrian special forces could be seen at the windows of the 40-storey Murr Tower, an im-pressive unfinished highrise building that had served as the Shia Amal movement's main security head-

At the Bain Militaire, where rows of Syrian army vehicles were parked across the road from the once fashionable Renaissance Tennis Club – now a military camp – a Syrian soldier stood on the back of a truck and scanned the deserted seaside cafes and Ferris wheel with

a small movie camera. Further up the road, crowds, gathered on the edge of a steep curve overlooking Rouche, or Pigeon Rocks, in the past a landmark for tourists. Three bullet-riddled bodies had been thrown into the sea over the hill, known locally as a suicide point for despairing lovers. Eye witnesses said Syrian soldiers had executed the three earlier. This brought to 15 the number of such killings since Monday.

Andrew Whitley in Jerusalem writes: Israel signalled yesterday that it did not regard the deployment of Syrian troops in Beirut as harmful to its interests, but it warned Syrian President Hafez Assad that it was watching the situation closely.

Israeli pilotless drones have been likely to set off alarm bells.

tion if the direct military interests of Israel are harmed," said Mr Yitz-

Committee, which is made up of se-nior ministers and military and intelligence personnel, said that, while Israel had no intention of intervening in Lebanon's internal affairs, it condemned the "deepening of the Syrian occupation in Leba-

In addition, the statement said somewhat ambiguously, that Israel would see to ensuring its security needs on the north border. This is being interpreted as a reference to lished "red line" across southern Lebanon, the crossing of which by Syria would be regarded by Israel

THE LEX COLUMN

NatWest in its counting-house

Who wants to be a billionaire? certainly - and with some reason very pleased with itself for becoming the first UK financial company to make pre-tax profits of £1bn. But it was the least well kept secret in the City, so the shares gained just 1p to 618p.

In any case, company results are more significant further down the page. With the full benefits of the 1984 budget phased reductions in corporation taxes, NatWest has managed to push profits after tax up by 38 per cent to £621m.

But after that NatWest's oppor-tunism in the form of about £830m of new equity catches up with the company. Earnings per share are up by only 20 per cent. That is only the half of it, since the swollen capital base was not a factor at the interim stage.

This year will see the full dilutive effects of the fund raising which combined with a slowing in the rate of expansion in the UK could make for minimal earnings per share growth. But look on the bright side. If it had not been for the interest on the rights issue cash, NatWest would not have been able to make £1bn in the first place.

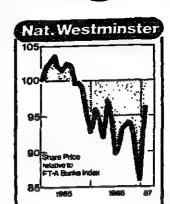
Not that NatWest should be blamed if it fails to repeat last year's 37 per cent increase in domestic banking profits. And although domestic bad debt provisions are up, the ratio of provisions to loan book has not increased.

Following last week's appropries

Following last week's announcement by the building societies that payments in arrears by borrowers had declined, it is tempting to suggest that the fears of improvident lending in the UK domestic sector may have been overdone. As for Brazil. NatWest's exposure to Latin. American debt is lower than the other clearers, so it could even he said to have gained a competitive advantage from the latest scare.

Yet growth in lending is not the only path to increased profits and dividends. NatWest has managed to find about 40,000 new current accounts, which has helped to reduce its dependence on the wholesale market from about 28 per cent to

The City's eyes were naturally drawn to the £27m loss at NatWest Investment Bank. The Big Bang osses were higher than anyone expected, and the operation will prob-



ably lose money again this year. But against the perspective of Nat West's very calculated risks in the sumer sector, the cost does not

Elders/Carling

Buying brewers from cigarette habit with Elders IXL that market speculation has already marked Philip Morris as the next vendor. Whether or not that comes to pass, Edges has with Courage and Carling O'Keefe (assuming no regulatory hiccups) now built up a credible production base for its grand strate-gy of making Foster's a global brand. And the surprising success of the film Crocodile Dundee in convincing consumers that lager-swilling Australians are attractive role dels is just the sort of marketing

boost the strategy needed.

As with Courage, Elders is not being mean about the price it is paying - as the reaction in the Rothing market faces some tough chal- to surge ahead this year. lenges, not the least the possibility of free trade with the US. Perhaps least if free trade does come, so should deregulation within Canada, allowing greater production effi-

Meanwhile, Mr Elliott's declaration that Elders has the muscle to buy BHP looks the reddest of herrings. It is naturally in Elders' interests to encourage thoughts of an auction for BHP, but it now has little need for another cash ma-chine, and the profit it is showing of around A\$550m might soon be tak-

Public investment

The Labour Party's claim to be a better capitalist than the capitalists has never appeared very credible However, the latest reformulation of the investment gap-investment bank thesis, from the key Labour thinkers in this field, at least nudges the party further away from the bottomiess pit theory of invest-ment practised by the National Enterprise Board.

The pamphlet from Lord Williams of Elvel and Mr Dennis Turner is full of respectable stuff about raising the rate of fixed capital formation, the need for higher profits and encouraging entrepreneurs. It even suggests that the public sector bank might be more of a joint venture with private capital and that by lifting the burden of long-term loans from the dear old clearers the quality of their earnings will im-

prove too.

The irony is that just as Labour is cuddling up to the private sector, the case for a purely public bank for infrastructure projects could soon be convincingly made by Eurotunnel. When it comes to private sector substitution the case remains deci-

At a time when the corporate sector is actually a net lender to the mans International share price, up to the standard organisations like 31 are 1231p, suggests. A multiple of scouring the country for entreprevers 20 times for Carling would be seems to back, it is difficult to attribute to return to the 1954 peak. But as Carling has frequently told its new investment over the past two years to the cost of borrowing, and shareholders, the Canadian brew-

tion - that there is no need for a in the hands of a brewer rather new institution to channel the varthan a tobacco group, Carling would lous interest rate subsidies - is be more able to stand up to the rather more churlish; surely the border, more so if Elders were to useful particularly as Labour apbecome a US brewer, too. And at pears to have learnt that civil servants do not make very good financial entrepreneurs. Whether M's would be a willing base for such a plan is another question.

DKI,

Although official figures are unavailable, Argentina's foreign exchange reserves position is thought justments and a new price freeze to stopover in Brazil. According to information pub-lished in the local press Mr Broder-sohn has been told by President Raul Alfonsin that, if the creditor to be adequate to ride out protract- dampen fears over a new inflationed negotiations over several ary surge.

nage and corruption.

conversions.

Continued from Page 1

quality of services, the absence from shops of goods in everyday demand and large queues has not decreased. This is clearly shown now in winter by the lack

of vegetables on sale."

The availability of goods in Moscow is particularly important because, in addition to its population of 9m, some 2m people visit the capital every day to shop. The only shortfall Mr Yeltsin noted with satisfaction is in the sale of Vodka, which fell by 23

per cent last year.
Mr Yeltsin's long and largely critical speech is indicative of the much more open style of Government under Mr Gorbachev, parpay for the technology, premises and people to get the business going in London as well as in New York and the Far East, and to cover its ticularly in areas such as Mos-cow and Kazakhstan, where the previous leadership has been NatWest's results set a positive tone for the bank reporting season, i

heavily attacked for creating po-litical machines based on patro-

Mr Gorbachev and the more radical Soviet leaders have stressed in recent months the need for political changes including more posts filled by elections with secret ballots and a radical improvement in the qual-ity of stating as a precondition for economic progress.

Mr Yeltsin said that seven re-search institutes were closed in Moscow last year because they had failed to contribute enough new research and that the aver age age of one in four directors of

Speaking of the position of youth in the capital, Mr Yeltsin

Soviet quality control hits output said that an opinion poll showed that every third head of Komsomol (the Communist youth organisation) was not popular with

> The alienation of youth has been a growing topic of discus-sion and concern in the Soviet press. Last Sunday, there was an press. Last Sunday, there was an imprecedented demonstration in central Moscow by 500 youths protesting against gangs of youths called Lyuberites from the Moscow suburb of Lubertsy who attack people with an unconventional appearance.

The Lyuberites, who wear bag-gy tartan trousers, white shirts and narrow black ties, do not drink or smoke and go in for body building.

mounting a 24-hour aerial watch over the Lebanese capital, as the Syrian forces take up their positions. Any signs of a move south-wards towards the Sidon area area "We reserve our freedom of ac-

hak Rabin, Defence Minister, after a closed meeting yesterday of the Ministerial Defence Committee. A rare public statement by the

as a hostile act.

ITT Corporation

has sold its

Telecommunications Business

Alcatel N.V.

a joint venture formed with

Compagnie Générale d'Electricité of France

> The undersigned acted as financial advisors to ITT Corporation in this transaction.

Lazard Frères & Co.

Lazard Frères et Cie

February, 1987

55 Debroomb
63 Edioburgh
63 Edioburgh
50 Furener
7 State
63 Fourthal
65 German
63 Fourthal
65 German
64 Hospine
64 Hospine
65 Lendon
66 Jahanta
66 Jahanta
67 Jahanta
77 Lorburg
10 Lendon

World Weather

various stees."

UK union proposal

ment that we would win."

planned subsequent pre-legislation the restriction of strike action by policy document, Mr Clarke ac workers in essential service indusknowledged that the tone of the distries. cussion paper is such that "the Government is minded to take these

the legal protections for enforced "clearly" a response to recent unionised employment implied a events in the 1984-85 miners' strike change in the relationship between in the prolonged newspaper dispute unions and employers, and warmly at News International Group in endorsed the move towards better London. He said there was a need far the Syrian forces in Beirut had procedure agreements - including to provide proper safeguards for in-the strike-free deals being reached dividual union members but with-systems, which would interfere

"then I happen to think it's an argu- But he made clear that the Government had no intention at pres-Though formelly organisations ent of making any moves either to-have two months in which to reply to the discussion document before a procedure agreements or towards to the discussion document before a procedure agreements or towards to the discussion document before a procedure agreements or towards and the second of the

The Confederation of British In-

various steps." dustry, the employers' federation He accepted that the ending of said that the green paper was by some unions – as a different me-chanism for such a relationship.

out interfering unduly in unions' in-ternal affairs.

systems, which would interfere with Israel's surveillance over-flights.

Gilts

★ Sales ★ Trading * Research

Michael Page City's Securities Division still has a large number of clients interested in meeting key individuals in all of the above areas. If you have a minimum of I years' prior experience in gilts, or a related fixed-interest market, and are currently seeking a career move then our team of experienced consultants can

Public larea

The second state of the second
The second secon

22 13 14 mg 14 mg

Electric to and by The second second

STATE OF STA

The Marie Strategy

The Date of the Park

The second secon

Common to the

· 在 2 2000年 新國教育

the se security section

DELVE ADD CORNER

5:: --- 6 12 CE:

A. H. T. LEEL ROE

the the Carpent

Cont. Differmenter

COURS IN the control

.0 (II) 1259 MYSSE

to durge aread this

1.00 - 1020 there is

per continues to s

COLOR CONTRACTOR SAIS

tions the diff.

Seatt Listania d'esp

The second second 20 Tes 21 cons (#12)

THE STREET A COLOR DE LA MARCHA

이 그의 그 무그런 모든 공부로

);1817**188**8

lectricité

However the Co

190) 30150.

那些多数: The man white

Those interested should contact Andrew Stewart on 01-404 5751 or write to him. enclosing a comprehensive curriculum vitae at 39-41 Parker Street, London WC2B 5LH.

Michael Page City International Recruitment Consultants London Brussels NewYork Paris Sydney A member of Addison Consultancy Group PLC

BOND & EQUITY SETTLEMENTS To£40,000

We are experiencing an unprecedented demand amongst our clients for senior settlement administrators to head up and train teams being developed to cope with new business.

The expanding back offices of these European and US names require man-managers with initiative and considerable experience of either Equity or Eurobond sextlements to implement changes and develop procedures for greater efficiency. Excellent prospects are offered to those meeting

ECONOMETRICIAN £25,000 + Benefits

Please contact Claire Lockey.

leader in a number of product areas within both domestic and international capital markets. To maintain their innovative approach to financial engineering we are seeking an outstanding individual with a strong scademic background in Econometrics, Mathematics and/or Statistics. Interested applicants, aged 23-27, should have applied their knowledge in a financial environment

To discuss this position further, please contact Christopher Lawless, Stuart Clifford or Hilary Douglas.

THE FINANCIAL AND LEGAL RECRUITMENT SPECIALISTS

Principles, practice and poor performance

over a number of years in a complex job such as managing, how do you go about doing it? In particular, as you have presumably got better since you first started, how do the ways you go about it today differ from the ways you went about it at the outset?

The chances are that you will have no clear idea of the answer. Most of us who have jobs of that kind feel that we are liable to be driven quite mad enough just by doing them without worrying ourselves about how.

Little rigorous thought tends to be put into the question even by people to whom it is deeply important, such as teachers in schools, colleges and univer-sities. The reason is apparently that they mostly believe the answer is obvious. They assume that success in

complex work depends primarily on intellectually thinking out what to do by rationally applying appropriate principles. That kind of thinking has to be done in terms of information which can be expressed in words and figures, and so be imparted by books and lectures, and tested by written examinations.

Nobody pretends that intellectual ability is the whole ex-planation of skill in managerial and other jobs which present a series of linked challenges— throwing up a situation demand-ing action, which creates a fresh situation demanding new

Development Executive

SALARY £ NEGOTIABLE

The Economic Development Unit is a commercially-orientated business development agency with specialist property, financial promotional and training resources. Since 1982, it has been instrumental in developing a successful industrial policy for the Borough and contributed to the creation and retention of 2,400

jobs. We now wish to add a Development Executive to our team whose

role will be to stimulate and advise manufacturing companies and to assist them in achieving a wider appreciation of business opportunities. Working with local managers the Executive will

encourage employment creation and retention through an essistance package aimed at helping companies improve their efficiency, productivity and performance.

The ability to understand and analyse the problems of both small

The ability to understand and analyse the problems of both small and large organisations is essential as is the ability to produce original and practical solutions to business problems. Effective communication skills will be vital. It is unlikely that the successful applicant will have less than four years' practical experience in two of the following areas: manufacturing management, finance, marketing, corporate planning and management consultancy. Candidates should hold a degree and a relevant professional qualification.

Applications from individuals would be welcomed as would offers from private sector companies to second a member of staff for a two-year period. The post offers an attractive career development option. In this case the Council would be prepared to negotiate appropriate financial arrangements.

For further information telephone lobs Evans, Head of EDU, on 01-393 7777 lbst. 8384. Application forms available from Technical Services Secretary (Personnel), Sidoup Place, Sidoup, Kent, DA14 68T (81-393 7777 Ext. 8346). Closing Date 10th March 1987.

Bexley London

Bexley London

such dynamic activities include sports in which people can clearly become aces without having much intellectual prowess.

Even in sports, however, it is widely believed that skill will be improved by injections of knowledge of principle, although not as much as by practice of the activity either in rehearsal or for real. Moreover many people seem convinced of two further things.

One is that the correct principles are fundamental in the sense that once they are recognised intellectually as the mainsprings of success they will never thereafter be doubted.

never thereafter be doubted. The second is that practical exercises will produce faster improvement if they are arranged so that their lessons simple than real-life management are sharply pointed out, with mistakes leading to results more noticeably wrong than they would be in real life, and good actions leading to avague, situation demanding a situation de

IF YOU have been successful over a number of years in a complex job such as managing, how do you go about doing it? In particular, as you have presumably got better since you first started, how do the ways

In the reported experiments, the three researchers set different groups of people to work at two types of tasks. The first was organising a simulated transport system. The second was centred on the economy of an imediator country.

good actions leading to exaggerated benefits. In other words, it
is often believed that practical learning will be accelerated if the "feedback" signals
are strengthened.

If of course count know the buses were tolerable full

are strengthened.

I of course cannot know the buses were tolerably full whether you readers in dynamic jobs feel that those beliefs are true about the things you do for your near-living. If so, I however, I have news for you which could well be unsettling.

It comes from research to achieve what the person concerned not long ago by the psychologists Donaid and Margaret Broadbent, who size of car-parking fees so that the buses were tolerably full without the ear parks being intolerably empty. In the conomic exercise, which was more complicated, the object was to manipulate the levels of the conomic exercise, which was to manipulate the levels of the conomic exercise, which was to manipulate the levels of the conomic exercise, which was to manipulate the levels of the conomic exercise, which was to manipulate the levels of the conomic exercise, which was to manipulate the levels of the conomic exercise, which was to manipulate the levels of the conomic exercise, which was to manipulate the levels of the conomic exercise, which was to manipulate the levels of the conomic exercise, which was to manipulate the levels of the conomic exercise, which was to manipulate the levels of the conomic exercise. intolerably empty. In the economic exercise, which was more complicated, the object was to manipulate the levels of public spending and taxation to achieve what the person concerned thought was a reasonable balance between numbers full-time education beyond signal also received a buffet.

So here we have a case of the people improving with practice must have been on the same time at something at the same time what can it all what can it all well, having signal also received a buffet.

The notion that practical must have been on the telephone on the telephone stronger than the same time at something at the same time what can it all well, having signal also received a buffet.

were given forced-choice ques-tionnaires before and after the exercises to test their intellec-tual knowledge of what they were doing. How well or otherwise they actually did it, could of course be measured by the results they achieved.

In the transport task one group was verbally instructed how the system worked before being set to run it. Another group was let loose on it with-out any preparation.

At the end, the instructed group was a bit better than the unprepared group in intellectual understanding of the task. But the instructed people were no better at actually running the system. Those who replied correctly to the questionnaires had mostly done worse in practice than those who replied incorrectly. "There is no evidence whatever that greater ability to answer questions is associated with any advantage associated with any advantage in actual performance," the three psychologists declare.

decrease it, or leave it the same. In two of the groups, all the members correctly answered "decrease it." That was truly how the system worked.

In actually managing the simplified economy, both groups significantly improved their performance with practice. But when they were given an identical questionnaire after the event, their replies cast doubt to the helios that case of the system worked.

Changed view

On coming to the question about the immediate effect of raising public spending, for in-stance, about half of each group's members altered the right answer they had given previously to a wrong one. So here we have a case of

know the results in full will grasp of the economic notions of groups already mentioned oned to read the report in the British Journal of Psychology (1986,77, 33-50), for I have room here for only some of the findings.

All the researchers' victims were given forced-choice questionnaires before and after the exercises to test their intellect.

their sorry practical performance was over, however, the

on the belief that correct principles, once grasped intellectually, prevail.

people deteriorating with practice at something at the same time as their intellectual understanding of it improves.

If readers' minds should by any chance be somewhat boggiing at this point, I will assure them that mine was doing the same when I read the outcome of the experiments for the first time. Indeed two close col-leagues with whom I separately tried to share my puzzlement each replied that, incredible though it seemed to them, I must have been overworking.

What can it all ever mean? Well, having since had a chat on the telephone with Donald Broadbent, I may have a fair chance of giving some explana-tion. But it will have to wait

Our client, the London office of a prime US investment bank, has established itself as a market

PADEMOCH & CTADE

18-18 NEW BREIGESTREET, BLACKFRIARS, LONDON BC-

Personal Financial Products **ECONOMIC DEVELOPMENT UNIT**

Sales Liaison Director

Major Financial Group c.£40/45,000 + Management Bonus

We have been asked to help find a key person in the continuing development of our Client's very substantial Unit Trust business. Our Client is one of the largest financial groupings in the country and the role envisaged is one of liaison between the Unit Trust area and the large-scale national sales force.

The job calls for a sales professional who has worked in the Financial Products area for a number of years and who combines personal sales ability together with a knowledge of Marketing and Product Development. The person appointed must be able to evidence having been involved in the successful organisation of seminar selling, training and communication. He/she will have an additional role in the commissioning and organisation of brochures, presentation, material etc.

Ideally candidates will be aged 33-45 and may have worked for a similar operation. Knowledge of Unit Trusts is not essential but a thoroughgoing understanding of the current Personal Financial scene is

This is seen as a development role and is likely to lead to increasing responsibility within one of the foremost operators in the field. In addition to a generous salary, there is a management bonus, a company car, a subsidised mortgage and generous relocation package to the London area, if appropriate.

Please write in confidence, quoting ref. 799, to James Curtis at Overton Shirley and Barry, Prince Rupert House, 64 Queen Street, London EC4R 1AD. Tel: 01-248 0355,

Overton Shirley & Barry

BANKERS, BROADEN YOUR HORIZONS IN...

MANAGEMENT CONSULTANCY

- £25,000-£33,000 + CAR
- HIGH LEVEL RESPONSIBILITY
- CAREER DEVELOPMENT OPPORTUNITIES

One of the world's foremost firms of Chartered Accountants is currently expanding and developing its Management Consultancy Division. The specialist Banking and Financial Services Group is experiencing significant growth and now requires additional ambitious Senior Consultants and Consultants

The role embraces a whole range of banking service assignments to an impressive international client base. The Group has a particular expertise in risk management, foreign exchange and money market operations. They have a strong reputation for the design of MIS operating procedures and controls. Candidates should be 27-33 years old with substantial international banking experience from an

auditing, operational or management accounting

background. Educated to at least degree level, potential Consultants should have strong presentational skills, high levels of enthusiasm and excellent analytical "problem solving" abilities. Numeracy and computer literacy from a user standpoint are essential. The more senior positions are open to candidates with consultancy skills gained in an external or internal capacity. In return exciting career opportunities are assured.
Interested candidates should contact
Sarah Beaumont on (01) 629 8070 or send a detailed

curriculum vitae (quoting Ref. L203) to her at Slade Consulting Group (UK) Ltd, Metro House, 58 St James's Street, London SW1A 1LD. All applications will be treated in strictest confidence.

London · Melbourne · Sydney · Brisbane · Adelaide · Perth · Auckland · Christchurch

Property

A Leading European Bank, which is one of the world's largest, with a growing presence in the field of property lending is seeking an Account Manager to join its Corporate Banking Team. The role will involve expanding the bank's current activities in this market and establishing a small team of specialists committed to long term property lending.

The ideal candidate will be a qualified Surveyor in his/her late 20's to early 30's with two to three years' property lending experience within the Banking Sector. Motivation, excellent communication skills, maturity and the ability to work well within a team are essential qualities for this demanding role.

Those interested in discussing the opportunity further should contact Julia Cartwright on 01-404 5751 or write in confidence to 39-41 Parker Street, London WC2B 5LH, quoting reference 3729.

Michael Page City

International Recruitment Consultants - London Brussels NewYork Paris Sydney A member of Addison Consultancy Group PLC

SENIOR FOREIGN EXCHANGE SPOT DEALER

A first class Spot Dealer with a proven track record is being sought by a leading European Bank to take up a new position leading a spot trading team Gross salary package £37,000 p.a. (to include bonuses and a motor car)

Sheila Jones 109 Old Broad Street London EC2N 1AP Tel: 01-588 3991

OLD BROAD STREET BUREAU LIMITED The London branch of a large German universal bank is seeking a

Deutsche Mark Bond Trader

to augment its existing capital markets team

In his/her early to mid-twenties and with one to two years' experience in the DM bond market, the successful candidate will quickly be expected to become a fully-integrated member of a small active team and must therefore be highly self-motivated and able to cope with responsibility. A good academic background is also important and a working knowledge of German would

Remuneration will consist of a competitive salary and the usual bank benefits.

> Applicants should write in confidence to Box A0425 Financial Times, 10 Cannon Street, London EC4P 4BY

marker or marker and the state of the state

Laurence Prust

LAURENCE PRUST & CO LTD STOCKBROKERS

Laurence Prust is an old-established stockbroker specialising in Institutional and Corporate Finance business both in the UK and

We already have a well-established research department and now wish to recruit senior analysts or teams in the: (1) Packaging and Paper; and (2) Building and Construction sectors.

We offer a friendly, professional working environment as well as an excellent remuneration package.

Please reply in confidence, enclosing a curriculum vitae, to; John Arthur

LAURENCE PRUST & CO. LTD. Basildon House, 7-11 Moorgate London ECZR 6AH

CREDIT PROFESSIONALS To set up a major new Credit Scoring Unit-City based Salaries up to £27,000+banking benefits*

TSB ENGLAND & WALES PLC are seeking two senior credit professionals who can rise to the challenge of establishing a new credit scoring and credit information unit. This new team will play a key role in supporting the Bank's range of credit services. The unit will be required to develop the Bank's existing advanced credit scoring systems and credit databases, which well provide management with enhanced controls and information to

underpin further profitable lending growth.

Ideally, candidates will be aged 28–38, be able to offer a high level of commitment and seek to establish and maintain high standards in their sphere of operation. They will also have experience of credit scoring, and a good understanding of credit issues.

Senior Manager

Salary range £24,000-£27,000 +status car + banking benefits.* The successful candidate will be required to lead this new unit and must be able to

- a sound understanding of management information needs
- experience in the use of computer systems
- strong interpersonal and communication
- a successful managerial and leadership record to date
- a business orientated approach.

Please apply in writing giving full personal and career details (including current salary and benefits) to:

Manager Salary range £20,000-£23,000

+banking benefits: Playing a key role in developing new score cards and scoring systems and reporting directly to the senior manager, the successful candidate must be able to demonstrate: substantial experience and knowledge of

- credit scoring systems

 strong analytical and statistical skills familiarity with computer systems.
- *Banking benefits include mortgage subsidy. non-contributory pension scheme. Christmas bonus, profit sharing scheme, BUPA membership and 30 days annual holiday.

Mr R Bentley, Development & Training Manager, TSB England & Wales pic, 100 Lower Thames St., London EC3R 6AQ. Closing date for applications is 6 March.

Solicitor

Transactions and Executions

A city-based rôle with international dimensions

A wholly-owned subsidiary of the Long-Term
Credit Bank of Japan, Limited, LTCB International
specialises in the underwriting and distribution of
securities, trading across a variety of international
capital markets. Rapid expansion of our operation has
created a new opening for a qualified solicitor with a
City-based legal background.

The position will provide an opportunity to
develop skills in a highly demanding commercial
environment. Reporting to a Deputy Managing
Director, you will be responsible for all documentation
relating to new issues.

A minimum of two years'

A minimum of two years' post-qualifying, experience including

involvement with at least 10/20 Eurobond issues plus all related client work - is essential. Additionally, a knowledge of facility, commercial paper and SWAP documentation would be advantageous.

Aged late 20's - 30's and ambitious to progress in an international rôle offering excellent long-term potential for corporate finance.

involvement, your present abilities will be reflected by an attractive remuneration package and a generous range of banking benefits.

Initially, please write to:

Vivien Karam, Personnel Department,

LTCB International Limited, 5th Floor,

18 King William Street, London ECAN 7BR.



GROWTH—THE KEY TO CAREER PROGRESSION

LONDON

The WM Company is a market leader in the development and supply of performance measurement, valuation and accounting services to the global

investment community.

The company is a respected, successful and dynamic organisation operating in the international and rapidly growing securities industry. We provide services to over 300 clients reflecting £150 billion assets. Located in Edinburgh, London and New York, with a new office opening in Amsterdam, progressive and planned development has created a

number of key opportunities.

Marketing Executives—responsible for the implementation and development of a marketing strategy which will take the company into new business and geographical areas. Applicants should have investment or financial experience, preferably

applied in a marketing role.

Client Executives—whose key function is to sustain and develop sound relationships with existing clients, and ensure the smooth introduction of new business. Applicants should have relevant investment, actuarial, legal or accountancy experience. These positions are based in Edinburgh and carry a competitive salary and benefits package, which is reviewed

regularly in line with training and career development. Please telephone or write to Gordon Robertson, Personnel



THE WM COMPANY

ERSKINE HOUSE, 69-73 QUEEN STREET, ED

MIM Development Capital Limited, is the specialist unquoted investment arm of MIM Limited, one of the leading City investment management companies. Due to continued

Applications in writing, with full curriculum, withe should be addressed to:

RICHARD CONNELL MANAGING DIRECTOR MIM DEVELOPMENT CAPITAL LIMITED 11 DEVORSHIRE SQUARE LONDON ECZM 4YR.

Ionathan Wren

INTERNATIONAL ASSET MANAGEMENT AND PRIVATE BANKING SERVICES

A prime international bank is developing further its private banking services in the West End. We are currently assisting in the recruitment of three key individuals in the advisory and discretionary portfolio management area:

SENIOR INVESTMENT ADVISER

The Senior Adviser will be responsible for investment advice and product sales to high net worth individuals. Aged 33-45, the successful applicant will have a thorough understanding of all global markets and private banking services, and fluency in Spanish and other European languages will be highly valued.

INVESTMENT ADVISER

The ideal candidate will have a minimum of five years experience in securities and banking — not necessarily in the City as such — and should be personable, articulate and numerate. Linguistic ability would again be a distinct advantage.

ASSISTANT PORTFOLIO MANAGER

This represents an outstanding opportunity for an experienced investment edininistrator with the drive and ambition to move into fund management per se. Again, applications are invited from candidates who may be located beyond the Square Mile, e.g. in a local trust bank or stockbroker's office.

In each case, candidates are offered the opportunity to grow with a business which is liself rapidly expanding. Compensation packages will be placked at a level appropriate to the high quality of applicant sought.

interested candidates should contact Roger Steere or Barbara Dabek.

HONG KONG

SYDNEY

No.1 New Street, (off Bishopsgate), London EC2M 4TP. Telephone: 01-623 1266. Fax: 01-626 5258.

TREASURY ASSISTANT FOR EUROTUNNEL

London to £20,000

Eurotunnel, the British/French partnership, is responsible for the design, construction and, from 1993, the operation of the Channel Tunnel.

The new and rapidity growing Treasury function will play a key role in developing and implementing the necessary financial arrangements with international banks and capital markets.

Reporting to the Manager, Banking and Exchange, you will initially be concerned with the management of the cash-flow requirements, and assist with developing investment policy and managing exchange-rate exposure. You will also be involved in identifying, introducing and operating suitable management systems and liciting daily with bankers in the UK and France.

Aged 25-30, you must have some experience of foreign

exchange dealing and freasury products and possess a good understanding of how the French or British clearing banks work. You should have a good working knowledge of French and English and have, or be prepared to obtain, a relevant professional qualification.

This unique and historic project offers excellent long-term career prospects. Salary will be geared to experience and qualifications and a range of large-company benefits provided,

Please send full av Indicating current salary, qualing Ref. 1315/DB/Ft, to David Bullock, PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SWIX 7LE.



Tea Ula

Senior Dealers in

SWAPS

Increased scope and reward with a major investment bank

Our client, one of the most powerful, innovative and diversified UK investment banks, intends to appoint two additional Swaps Dealers at senior level.

Based within the Treasury Division, these positions offer the Opportunity to work within a highly sophisticated global trading activity and in conjunction with a swaps origination team of notable accomplishment.

We should like to hear from ambitious Swaps Dealers who are experienced in a major and active financial institution, possibly in a management capacity. Knowledge of US\$ swaps, or Far Eastern and Australasian markets, would be helpful but these appointments will also be of interest to Swaps Dealers currently covering other zones and currencies.

Remuneration level is unlikely to be an issue — our client will offer a combination of basic and bonus tailored to attract high achievers in this field. There is also a full benefits package.

> Please contact Jonathan Holmes in confidence. Telephone 01-606 1706 (office), or 01-582 8726 (evening/weekend): alternatively, write to him at Executive Division, Anderson, Squires Ltd, 127 Cheapside: London EC2V 6BU

> > Anderson, Squires

Appointments Wanted

Higher Sales Hire Us!

A COMPLETE SALES TEAM
We have the dedication of the
Japanese, the selling methods of
the Americans, and the taste and
culture of the Europeans. We
können parier 8 lingues die viktig
zijn in Europa. We are ready to get on

Swiss, 42, G/E/F/Sp, holding valid work permit seeks **NEW CHALLENGE AS** HEAD OF ADMINISTRATION/ ORGANISATION & FINANCE

preferably in London/South of England area Previous experience in international company active in

and Processing Write Box A0420, Financial Times 10 Cannon St, London EC4P 48Y

DITTION WANTED U.S. venture capitalist seeks post in U.K. as venture partner, consultant or tumeround manager. Age 40, 20 years business experience, former C.S.O. and C.O.O., will travel—especially betweek U.S. and

Please raply to Box A0422 Financial Times 10 Cannon Street Landon 204P 48Y



expansion an Executive is sought to manage part of the existing £70 million portfolio and to help develop the business.

The existing portfolio covers a wide range of investments and the management style is hands-on: Funds under management come from major pension funds and quoted investment trusts, and include two BES funds.

The ideal candidate will be aged 26-32 with a professional qualification (ACA/MBA) and should be capable of making an immediate contribution to the business. Previous experience of arranging finance for private companies will be a clear advantage. A competitive salary is offered together with an attractive range of benefits, including empergreen most faster our surg non-county most.



BARCLAYS de ZOETE WEDD

TOKYO

UK/EUROPEAN EQUITY SALES

A major increase in our international equities business, coupled with firm commitment to the expansion of our established overseas operations, means a period of rapid growth for our Tokyo office.

We wish to recruit a senior salesperson, fluent in Japanese, to join a team marketing UK/European equities to Japanese fund managers from our Tokyo office. This position would ideally suit a Japanese national currently working in London for a financial institution or securities house. A full training programme will be given at our London head-quarters prior to taking up the appointment

This is a new appointment offering an excellent career path with a significant remuneration package for the successful candidate.

If you feel you meet our requirements you should write with a full curriculum vitae to: Mr M C Godson, Barclays de Zoete Wedd Limited, Ebbgate House, 2 Swan Lane, London EC4R 3TS.



THE INVESTMENT BANKING ARM OF THE BARCLAYS GROUP

EXECUTIVE JOBS

Now, the complete service for the job seeking executive

Our Executive Marketing Programme is designed to help you find your next position BEFORE it is advertised. Ask for a free confidential meeting.
Our Executive Employment Bulletin offers over 60 top jobs every week. Ask for a FREE trial subscription. If you are currently abroad, enquire about our specialist

^y 25 1987

ं 1ª9

ಚಿ. ಕ್ಲಿ ಜಿಪ್ಪಾಗ

P. .

3.70

12E 17.7

NEY

NAME OF THE PARTY.

To posters a Transferring Control (Cope

27、これでおき

IE WEDD

TIY SALES

- १८ १० में क्यांक्ट

the second second

priors operations.

rem Tokyooffice

sperson, duan in

to them out Token

e suit a Japanese

Locator for s

es house. A ful

m m our London.

the appointment

ंड्र वा व्यव्यक्ति (

The state of the s

caetts you should

: Farman GROAT .

THE NEW COLUMN TO THE PROPERTY OF THE PROPERTY

spensive Toon,

KEY MERCHANT BANKING OPPORTUNITIES

Our banking activities continue to expand and we need innovative bankers to develop opportunities that have been created. If you are considering a career move and are attracted to joining a leading British merchant bank which seeks to serve its customers excellently, then we wish to hear from you. We aim to fill the following jobs in the next two months.

Senior Marketing Officer

The individual appointed will be responsible for marketing a range of merchant banking products to companies in London and the Home Counties. The individual will have already established a wide range of contacts with interesting private and public companies in the region. The candidate will have extensive credit experience and be able to create innovative solutions to customers' banking problems. In view of the seniority of this position, it is unlikely that anyone under the age of 30 will

have had the range of experience required.

Leverage Lending

Reporting to the Head of Leverage Lending, the individual will play a major role in leverage transactions, mainly MBOs, in the UK where size range of transactions will initially be £5m-£30m.

Applicants must have a wide experience of lending, good analytical and numeracy skills, and at least two years concentrated in leverage

Transactions Group

The successful candidate will join an experienced commercial banker and a tax expert to formulate, market and execute deals which are predominantly fee generating.

The range of transactions includes off balance sheet structures and arrangements to utilise corporate tax losses.

The seniority of the post is open and will be determined by the need to attract the right

The bank offers generous remuneration, as well as normal bank fringe benefits. Please send full details in strictest confidence to Mrs. A.W. Dunford, Personnel Manager, Hill Samuel & Co. Limited, 100 Wood Street, London EC2P 2AJ.



HILL SAMUEL & CO LIMITED

There's a big difference, a very big difference, between building a business and filling a job.

The difference can be found in the high aspirations of the employer corporation, and is sought in a candidate with drive and ambition.

The performance of Canadian investment dealers, in London, varies dramatically. In some cases, the UK component of a Canadian dealer's institutional revenue is only a fraction of the total, in others, the patronage of UK money on the wist, in others, the paronage of OK money managers secounts for a larger, more significant percentage. Our client, a major Canadian securities dealer, is looking for more, much more, Hence an opportunity for the

VICE PRESIDENT U.K. LONDON, ENGLAND

an opportunity with a difference . . . for an investment dealer . . . an institutional marketing leader.

The person we are looking for is a proven producer of first rate results in the institutional commission business with a keen sense of the needs of modern money managers. He/she is determined to express leadership ability in training, dev.loping and motivating institutional sales professionals. Our candidate, however, is clearly a "hands on" sales executive who thoroughly enjoys getting unusual results from key accounts. Moreover, the individual we are looking for is a sharp analyst of customer behaviour who is highly motivated by the challenge of developing a sales strategy for the market as a whole, as well as building an indelible corporate image in the minds of targeted client groups.

Our client, a fully integrated Canadian investment dealer, with rapidly growing operations in the global marketplace, is seeking new and dynamic leadership of its UK organisation. This role combines direct responsibility for Institutional marketing of Canadian securities, and original investment ideas with an exciting leadership role.

Reporting to senior management in Canada, the new executive will personally handle major accounts and build a team of professionals on London. This opportunity is created by our client's commitment to major growth and enhancements to their corporate organisation worldwide. Already an industry leader in Canada, the firm fields a team of research professionals which has consistently performed at the top for over a decade. As a key player in major Canadian financings, the firm has consistently produced top quality investment consistently produced top quality investment merchandise in every sector of the economy and, in recent years, has demonstrated the ability to produce unique and unusual investment opportunities for institutional money managers

in several countries. In addition to the challenge of providing first class Canadian equities and fixed income coverage in the UK, the new executive will maintain close relationships with the corporate finance professionals of the firm with a view to developing merchandise which fits the objectives of key accounts in the region. The ideal candidate is a proven success at providing first rate investment service to money managers who is keen on leadership responsibility and business building. The career opportunities which follow success in this role are truly outstanding. This firm is growing, responsibly, but at a rather profound pace. in several countries. In addition to the challenge

Please call or write in confidence to:

Brendan Woods

Management Resources

International Limited

106 Adelaide Street West Suite 300 Toronto, Oniario CANADA MSH 153 (416) 863-6285

BULLION BROKER

EXCO INTERNATIONAL p.l.c.

is shortly to transfer the activities of its Zurich based bullion broking subsidiary to London. The new company is looking for staff with at least 2 years experience of bullion broking or trading. Salary packages will be competitive and include a profit related bonus.

Please apply with full C.V. to Paul W. Burnand, Director, Exco International p.l.c. 80, Cannon Street, London EC4N 6LJ. Tel. 01-623 4040.

The Clerk of the GOLDSMITHS' COMPANY

The Goldsmiths' Company, one of the Great Livery Companies of the City of London, is primarily concerned with the craft of silversmithing and jewellery making but also has considerable charitable, educational and property interests. The Company has some 240 employees of whom 190 are in the London Assay Office. The present Clerk, who is the Chief Executive of the Company, is due to retire in August 1988 and applications are invited from persons who consider they are well qualified to fill this post.

The successful candidate will need to have outstanding personal qualities and administrative ability and be able to organise and play a major part at ceremonial and social

Applicants should preferably be in the age range 35 to 50 and should have a professional qualification. For further details apply to:-

The Personnel Manager THE GOLDSMITHS' COMPANY Goldsmiths' Hall, Foster Lane London EC2V 6BN

UNIQUE CAREER OPPORTUNITES FINANCIAL SERVICES

Kept, Sussex, Surrey and Essex

Highly reputable and well established financial group have career opportunities within its successful sales team. Successful candidates will undergo full and thorough training in order to successfully advise private and corporate clients. Applications are invited in strictest confidence from candidates aged 24-55, resident in the above locations, who are able to demonstrate previous success in any field.

To apply for an initial exploratory interview, write in strictest confidence to Bax A0416, Financial Times 10 Cannon Street, London EC4P 48Y or Phone (0622) 690022

Search Consultant Capital Markets

We are an established consultancy providing an extremely high level of service to clients seeking senior people in the financial services and information technology industries.

This opportunity has arisen as a result of the dramatic growth in demand amongst our clients in the banking and securities sector for a wide range of highly sought after and equally highly paid specialists and managers. You will be responsible for your own client portfolio whilst being closely involved, right from feasibility stage, with new briefs and new clients.

Currently a Search or Selection Consultant, probably in your 30s, you must have an understanding of Euro Securities and Capital Markets and the ability to forge and develop professional relationships with the people who work within them.

The thorough and energetic application of your recruiting skills, negotiating ability and commercial acumen will not only assure your success in this role but also your rapid progression into management. The working environment, financial package and company spirit are excellent, as are the benefits, which include private health cover and choice of performance car.

To apply, please telephone or write in confidence to Beverly Kemp.



International Search and Selection 160 New Bond Street, London WIY OHR Telephone: 01-409 1371

INVESTMENT MANAGEMENT OPPORTUNITY NEGOTIABLE SALARY

+ CAR + MORTGAGE

Sun Life of Canada's Investment Division is moving in March to modern offices close to Charing Cross. The Division has expanded considerably following the introduction of new products. Assets under management now total £1.5 billion. This figure includes £600 million of equities of which some £60 million is invested

We wish to further strengthen the Division by recruiting an equity analyst/portfolio manager. The successful applicant will be aged 25-30, have a good analytic background and the ability to make an important contribution to the management of our funds at an early stage. Experience of one or more overseas markets would be an

advantage. An attractive and fully competitive remuneration package is offered and prospects for advancement are excellent. Interested applicants are invited to send a detailed curriculum vitae

> Mrs Susan Hanington, Employment Adviser SUN LIFE OF CANADA 2, 3 & 4 Cockspur Street, London SW1Y 5BH Telephone: 01-930 5400 Ext 121

> > **SunLife of Canada**

and the companies of the contraction of the contrac

EXPERIENCED INTERNATIONAL MARKETING EXECUTIVE

Appointments Wanted

ROYAL Manager-Personnel, TRUST Royal Trust Bank, 48-50 Cannon Street, Royal Trust Bank London EC4N 6LD.

Financial

Banking

Manchester

Marketing

Neg. Salary + Car + Mortgage subsidy

ROYAL TRUST is one of the world's largest trust companies and has been established in the UK for over 50 years. As a recognised bank, we offer a range of services to both corporate and private clients.

We now wish to recruit an additional person with a relevant professional qualification to assist in marketing the Bank's Corporate Services in the

In addition to a competitive salary, we offer a range of benefits which include a company car, mortgage subsidy, pension and life assurance, and private

Please write in confidence with full career

North of England from our Manchester Office. The successful candidate will be aged 26-33 and will have broad based financial marketing experience, gained with a bank or other financial institution, and be able to work on his/her own

ECONOMIST FOR TOKYO

medical cover

Linda Cobbold,

- * Nomura Research Institute incorporated in Japan is one of the largest research organisations in the world. NR1 Tokyo specialises in economic and investment research and works very closely with The Nomura Securities Co. Ltd. and its group in their investment banking activities.
- * On their behalf we seek a young and experienced economist, aged 25-30, who is capable of carrying out excellent economic forecasting and analysis of the European, including the UK, and/or world economy. Working experience in monetary authorities or banking institutions is preferable and knowledge of conversational Japanese is an advantage. advantage.
- * The position will involve collection and analysis of economic data and the writing of articles for monthly and quarterly publications. Occasional presentations at seminars and joint research projects with Japanese colleagues will also be included.
- * Remuneration will be from £35,000 and will be commensurate with experience. The position will entail a contract for two years service in Tokyo.
- For an initial talk in confidence please contact Clare Kearns. 20 Cousin Lane, London, EC4R STE. Telephone 01-236-7307.



STEPHENS ASSOCIATES

SEARCH & SELECTION SPECIALISTS IN SECURITIES & INVESTAIENTS

Baring International Investment Management Limited

Assistant Portfolio Manager

Baring International is seeking an assistant UK equity portfolio manager to join the Company's investment team in its head office in London.

The person should be in his or her early or mid-twenties and have some prior investment experience.

The company manages approximately US\$4,000 million in the UK, European and Far Eastern stockmarkets. It is intended that the successful candidate for this post will assume full portfolio management responsibility in due

Please reply in writing enclosing a CV to:

David Scholfield BARING INTERNATIONAL INVESTMENT MANAGEMENT LTD 9 Bishopsgate

London EC2N 3AQ

Ionathan Wren

CORPORATE FINANCE OFFICER

Our client, a well-known international bank, is continuing to develop its business base in the U.K. middle market corporate sector.

This has led to an immediate opportunity for an entrepreneurial, young banker with a flair for new business development including the more innovative financing techniques such as leveraged financing, equity and quasi-equity, as well as a sound background in the more usual corporate banking activities.

A successful track record of at least two to three years business development is required plus first class communication and analytical skills. The salary offered is highly competitive and a full range of benefits will be offered, Contact Norma Given.

All applications will be treated in strict confidence.

LONDON

HONG KONG

SYDNEY

onathan Recruitment Consultants

No.1 New Street, (off Bishopsgate), London EC2M 4TP. Telephone: 01-623 1266. Fax: 01-626 5258.

EUROBOND SYSTEMS

CLIENT LIAISON

HERTFORDSHIRE BASE

circa £14,000

An exciting opportunity has arisen with the foremost supplier of Eurobond computer systems software for a person to assist and advise clients during the installation phases.

Following thorough training in the company's methods and systems, the person appointed will loin a small professional team working with clients in the City and occasionally overseas. This will involve installing and demonstrating the system followed by training of the clients on their premises.

Applicants for the position should have experience of bond settlements and be able to communicate effectively with clients.

Other important qualities include diplomacy, self-motivation, calmness and confidence.

If you are ambitious and seeking a challenging role within an organisation that recognises and rewards achievement, contact Myriad on 04:353 0981. Alternatively write with career details quoting reference S1/2502/F to:

MYRIAD APPOINTMENTS (LONDON) LIMITED

30 Fleet Street, London EC4Y 1AA

FOREX

APPOINTMENTS

For Forex, Capital Markets and Treasury appointments consult a specialist agency TERENCE STEPHENSON Prince Rupert House 8-10 College Hill. London ECAR 1A: Tel: 01-248 0263

Appointments

BUSINESSMAN—aged 38
Exparience in business planning, marketing, sales and general management, with financial and commercial acumen, seeks position of PA TO CHAIRMAN OR CHIEF EXECUTIVE Based NW Used to extensive travelling UK Write Box A0426, Financial Times 10 Cannon St. London ECAP 48Y

Morgan Grenfell Securities

Due to the continued growth in its business, both in the UK and overseas, Morgan Grenfell Securities (MGS) is looking to recruit additional staff. It would welcome enquiries from experienced securities professionals in the following areas:-

1. UK Equity Sales

Over the past year, MGS has built up a significant market share of institutional business in UK equities and now has a requirement for 4-6 additional staff to add to its coverage of both UK and international money managers.

2. UK Research

Following an extensive recruitment programme over the past year, MGS's UK research department numbers approximately 40 and now covers around 75 per cent of the UK equity market. It is still extending its coverage into new sectors such as printing and publishing, food manufacturing, and transportation.

3. European Sales, Research and Market-Making

Morgan Grenfell Securities International (MGSI) operates as a dual capacity broker dealer in the major European stock-markets. MGSI is extending its client and market coverage and would like to hear from individuals with the required skills in any of its disciplines.

Morgan Grenfell Group recently acquired Cyrus J. Lawrence Incorporated, a highly respected, research-based, New York brokerage house. The Group has also been awarded a branch securities licence in Japan. It is looking to recruit staff working in these locations to sell both UK and European securities.

Please reply to Mark Heyes, Staff Department, Morgan Grenfell Securities

Morgan Grenfell Securities Limited PO Box 479

20 Finsbury Circus London EC2M 7BB **MORGAN GRENFELL**

APPLIED ECONOMISTS FOR CONSULTANCY

Peat Marwick's consultancy practice is growing rapidly and to meet demand, we need more applied economists of exceptional ability with a number of years experience in either the public or private sector.

Our assignments are varied and challenging and include:

 forecasts, helping clients ensure that their business plans are based on sound economic assumptions; • industry surveys, reviewing the economic position and prospects for

sectors of industry, as background to our clients' strategic planning; public policy analyses, advising central and local government on

000,000 ස

to £25,000

to £17,000

to £15,000

to £12,000 to £12,000

MIKE POPE AND DAVID PATTEN PARTNERSHIP

CONSULTANTS

X Dealers Forward Dealer Graduate Equity

Analyst
Senior Leans Admin
Sterfing Deposit
Dealer (24-25)
Senior Dividenda
Clerk (27-31)
Advances Officers
(AIR)

r Loans Admin

PLEASE PHONE

MIKE POPE ON 01-247 8314

Bank Chambers, 2nd Floor

Analyst

economic and industrial issues, both in the UK and overseas. We require first rate academic qualifications and successful relevant experience. Some macroeconomic

expertise would be an advantage. The positions will be based in London, but some travel is likely, as are occasional periods of secondment to

Our salary package is fully competitive and includes a car at appropriate levels.

If you are resident in the UK please send a c.v. with remuneration history quoting ref. F/E/FE7 to: Vicky Pryce, Economics.

Peat, Marwick, Mitchell & Co., Management Consultants, 1 Puddle Dock, Blackfriats, London EC4V 3PD.

Compliance – IMRO

At the heart of the Investment sector £15-25,000

Regulation and compliance offer the unusual combination of personal and intellectual demands posed by an environment of rapid change and outstanding long-term career prospects.

IMRO (The Investment Management Regulatory Organisation Limited) is at the forefront of development in regulation and compliance. We are interested in hearing from graduates with at least 2 years' financial services experience or lawyers and accountants who have had exposure to the sector. The wide-ranging nature of the roles offered demands technical and personal skills of the highest

You will work both individually and as part of a team on inspections and investigations. These will centre upon fund management and investment advisory businesses from the major merchant and investment banks to smaller independent concerns - offering unique opportunities to gain first hand knowledge of the sector.

For further details, please contact Nick Root on 01-404 5751, or write enclosing a full c.v. to Michael Page City, 39-41 Parker Street, London WC2B 5LH. Strict confidentiality assured.

Michael Page City

International Recruitment Consultants-London Brussels NewYork Paris Sydney A member of Addison Consultancy Group PLC

Japanese equity sales experience?

Establish a Name for **Yourself!**

c.£30k + benefits

. My client is the newly-established London branch of a major overseas securities house, itself part of a prestigious international finance group backed by immense resources and long-standing experience. Offering a comprehensive package of financial services, the new company is the spearhead of an ambitious programme of expansion into other foreign markets, in which international corporate and institutional business will play an increasingly vital role in the parent's overall marketing strategy.

As a first step the company now wishes to appoint a Japanese equities sales executive to launch this sector of its activities in the U.K. This is an exceptional career-building opportunity providing early responsibility and considerable freedom of initiative.

Probably aged 25-30 and a graduate in finance or economics, you will have between one and two years' relevant equities experience, supported by sales flair and market awareness, and will be capable of making an immediate contribution by building on an existing

Energy, enthusiasm, decisiveness and resilience under pressure will all be key personal characteristics, and you will be at once articulate, authoritative and persuasive, creating both interest in the product and confidence in the company, You should also possess a stable, team-orientated personality and display drive and managerial potential.

Interested? Then ring or preferably write, in total confidence, to me, Trevor G. Boon, Sowerby's (Selection) Ltd., Personnel Consultants, 500 Chesham House, 150 Regent Street, London, WIR 5FA. Tel: 01-439 6288.

COMPANY SECRETARY

FINANCE DIRECTOR DESIGNATE

REQUIRED FOR FAST-EXPANDING PLC PROPERTY ORGANISATION based in Beckenham, Kent. Knowledge of computer programing essential. Top salary and benefits by negotiation, Tel: 01-659 5500

Lothian Regional Council Department of Planning

ECONOMIC DEVELOPMENT MANAGER £23757-£25530

The Regional Council is committed to encouraging industrial development through the attraction and expansion of companies. It promotes and manages industrial land and factory and workshop premises. The Authority has recently established an Employment Committee as a means of becoming more directly involved in stimulating employment and investment in local industrial enterprises.

The Economic Development Manager will be required to advise the Council on policies to stimulate economic development and employment in the Region; to manage and develop links with other organisations concerned with business enterprise and attracting investment in Scotland; and to maintain close working relationships with existing industry in Lothian Region.

Candidates should have considerable experience at a senior management level ideally involving personal responsibility to the level and development.

level, ideally involving personal responsibility for business development. Awareness of the wider community aspects of stimulating employment would be advantageous, as would a sound knowledge of industrial and commercial finance and the range of incentives available. Experience in presenting commercial proposals to public bodies and companies of major standing would be an advantage. Closing date for applications will be 21 March 1987. Further details may be obtained from: Administrative Officer,

Planning Department, Lothian Regional Council, 12 St. Giles Street, Edinburgh EH1 1PT. Tel: 031-229 9292 Ext 3479.

Lothian Regional Council is an equal opportunities employer and will prevent discrimination perticularly on grounds of sex, meticulatures caused of sex, meticulatures caused onemation, nationality or estinic origin.



Samuel Montagu is a leading bullion house and a member of the London Gold and Silver markets. As part of Midland Montagu, it has the support of one of the most influential investment and merchant

banking groups in the City. We now seek to appoint a young dealer with 2/5 years' dealing experience, preferably in the bullion markets.

We are offering a compensation package which will reflect both experience and level of appointment and will include the usual banking benefits.

Please write with full career details to:

Mrs Carolyn J. Bland, Manager, Personnel, Midland Montagu, 114 Old Broad Street, London EC2P 2HY.

SAMUEL MONTAGU & CO. LIMITED

M M I O

DZFAGU IDHAZD

GENERAL

APPOINTMENTS

appear every

WEDNESDAY

BRUNEL BANKING

EUROBOND DEALER

Salary: £45,000 neg. Major European Bank requires a German-speaking Eurobond Dealer with a minimum of four years' experience gained within leading international bank.

SECURITIES MANAGER

Our client, a major international bank, is currently seeking a Securities Manager. Applicants should have a detailed knowledge of the international securities market and possess a good academic record and strong management skills.

SPOT DEALERS

Salary: £25,000-£30,000

Salary: Up to £30,000

A number of our clients, well known international banks, are seeking Spot Dealers to join their existing teams. Applicants must have a minimum of three years' experience trading cable or any major spot currency.

> Please contact Catherine Virr on 01-621 1942 or write to her at 18 Rood Lane, London EC3M 8AP BRUNEL BANKING

MONEX LIMITED

MONEY BROKERS

Monex Limited are looking for successful Money Brokers with expertise in the following markets:

Sterling Interbank Commercial Sterling Euro Sterling \$ and Currency Deposits Interest Rate Swaps Future Rate Agreements Other Related Markets

If you would like to join a Company where you will have a real say in its future direction, with a competitive salary, profit-sharing and a chance of an equity stake, please contact:

Page 19

1.75

et en

The Stage

A Section of

.

Joe Holdsworth, Managing Director MONEX LIMITED Dunster House, 37 Mincing Lane London EC3R 7BQ 01-929 1064 01-283 1783



Databank is one of the major European sources of published business and financies information about tirms and industries to the international business community. Databank's published Compatitors reports offer a standard service of professional analyses of financial and industrial

Due to expansion in our research activities a number of positions are available:

SENIOR EDITOR

thorough knowledge of UK and international financial institutions artake a series of Competitor reports. The Senior Editor will also consible for the development of Databank's European programme.

SENIOR AND JUNIOR ANALYSTS With a minimum of two years' exposure to the UK financial sectors and a good understanding of relevant research techniques for competitive strategy analysis.

Please write with CV to: DATABANK LTD London House, Old Court Place 26/40 Kensington High Street, London W8 4PF Aktn: Head of Research

UNIVERSITY COLLEGE OF NORTH WALES COLEG PRISYSGOL GOGLEDD CYMRU DEPARTMENT OF ECONOMICS

TSB CHAIR IN TREASURY

Applications are invited for this newly established Chair within the Department of Economics. The TSB Chair—endowed by TSB England and Wales pic—is intended to focus academic attention England and Wales pic—is intended to focus academic attention on the increasingly complex and challenging discipline of treasury in banking and the corporate sector. Applicants are expected to have a suitable academic background in at least one related academic discipline, like banking, finance, economics, management, accountancy or business studies. Applications would also be welcomed from suitably qualified practitioners outside academia. Salary will be negotiable within the professorial range—minimum £19,010, currently under review.

Applications—ten copies (one copy from overseas applicants)—giving full details of age, qualifications and experience, together with the names and addresses of three referees should be sent by Friday, 1st May 1987, to Mrs M. E. Macdonald, Assistant Registrar, University College of North Wales, Bangor, Gwynedd LL57 2DG, from whom further particulars may be obtained.

CITY GRADUATES

A leading Stockbrokers seeks numerate graduates with one or more years' relevant City experience for its European Research and Trading team.

All applicants will be interviewed and advised according to potential revealed at the interviews.

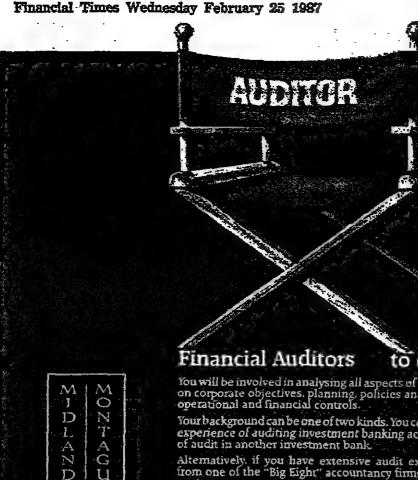
Please write, enclosing full curriculum vitae, to: Box A0423, Financial Times IO Gamion Street, London EC4P 4BY

SENIOR DEALER

Banco Totta & Acores, London, require a Senior Dealer to complement their existing team. The successful candidate should have good all-round experience, but his present responsibilities must be

Very attractive salary plus usual fringe benefits.

Applications in confidence to:-John Caldwell, AGM BANCO TOTTA & ACORES London EC4N 6AQ



Direct your future to Midland Montagu

IDLAZD

The creation of Midland Montagu has diversified the role of audit to embrace

- Trading, sales and distribution of money and securities
- Origination and advisory services Investment management and venture capital

both in the City and through a wide network of subsidiaries in the UK and overseas. This presents our auditors with an unrivalled opportunity to broaden their experience throughout the whole range of investment banking activities.

to c.£25,000 + benefits fou will be involved in analysing all aspects of the Sector's business with emphasis on corporate objectives, planning, policies and procedures, risk management and operational and financial controls.

Your background can be one of two kinds. You could be a recently qualified ACA with experience of auditing investment banking activities or a banker with experience of audit in another investment bank.

Alternatively, if you have extensive audit experience you could be a manager from one of the "Big Eight" accountancy firms looking for a move into a banking EDP Auditors

to c.£25,000 + benefits

This take encompasses computer strategy reviews, the monitoring of systems in development, functional audits and the examination of specific applications. Ideally, you will have already progressed into a computer audit role and will be familiar with auditing all aspects of an advanced computer system. A recognised accountancy qualification would be an advantage.

If you are not currently auditing we will train you if you can demonstrate a solid EDP background (6 years EDP experience, 3 in an analytical or managerial position) and have the ability and desire to progress into a consultancy type role.

Salary is negotiable and will reflect your ability and experience. Excellent banking benefits include mortgage subsidy company car and profit share. Please send full personal and career details to Mrs. C. Bland, Manager. Personnel, Midland Montagu, 114 Old Broad Street, London EC2P 2HY.

Programme Acquisition

We need a Programme Acquisition Executive to Join a small team which is responsible for the legal and business affairs involved in the commissioning, financing and buying of programmes and with co-pro

The position would suit either someone with a legal background interested in moving into a business environment or a business graduate with some knowledge of contract law - but in either case someone who is prepared to work under pressure with enthusiasm. Some previous exper

Please send your CV to The Personnel Department, Channel 4 Television, 60 Charlotte Street, London WIP 2AX by March I Ish quoting Ref. CL4.

Appointments

Advertising

£43 per single

column centimetre.

Premium positions

will be charged

£52 per single

column centimetre.

For further

information, call:

Jane Liversidge

01-248 5205

Daniel Berry

01-248 4782

Emma Cox

01-236 3769

Corporate Banking

Account Manager

One of the world's largest banks, this leading European institution is looking forward to substantial growth in its UK Corporate Banking Division over the next few years. Capitalising on an established and profitable base, expansion will come from a variety of both new and existing clients, giving the successful candidates excellent opportunities to broaden their experience.

You should be a graduate in your late 20s/early 30s with an extensive knowledge of Lending and Treasury Products and a minimum of two years' experience in account handling. Personal qualities should include maturity, self-motivation and the ability to communicate at all levels. You will be rewarded with a competitive salary and a performance related bonus.

For further details please contact Fiona Collins on 01-404 5751 or write to her in strictest confidence at 39-41 Parker Street, London WC2B 5LH, quoting reference



Michael Page City

International Recruitment Consultants-London Brussels NewYork Paris Sydney - Amember of Addison Consultancy Group PLC

MELLON BANK N.A. London Branch

CORPORATE DEALER

An opportunity exists to join our highly-respected Corporate Treasury Unit, which is responsible for marketing our European Treasury products. We are seeking a high-calibre individual to fill this challenging position. The candidate must be able to demonstrate an ability to work in an energetic and innovating environment, where much emphasis is put on the development of new marketing products.

He/she will probably be in their late 20s, with a minimum of three years' experience in a Corporate area at an active International Bank, or equivalent, at a large multi-national organisation. The position will suit someone who is looking for greater responsibility and its

Interested candidates should either apply in writing, enclosing a curriculum vitae, to:

Jackie Maynard, Personnel Department MELLON BANK N.A. 6 Devonshire Square, London EC2M 4LB

Assistant Company Secretary

c£30,000

International Investment

ment Managers, seek an experienced Chartered

Secretary or Qualified Accountant to work with the

Company Secretary. The main task will be to take

responsibility for many aspects of the Company

Secretarial Function within the UK and to assist in the

development and monitoring of it for our expanding

cial services business. You will have organisational

skills, be a good communicator and be willing to

Please send your full curriculum vitae

to: Michael Hill, GT Management PLC,

8 Devonshire Square, London EC2M 4YJ.

will include a Company car.

GT Management PLC, the International Invest-

You will probably be aged 25 to 35, with at least five years practical experience, preferably in the finan-

The initial package will be about £30,000 and

or telephone Tony Spence on 01-623 2495

Opportunities in International **Economics**

A rare opportunity exists to join one of the City's top rated international economics departments. This is a ameli high-quality team in one of the world's leading investment houses. It is seeking 1 or 2 young post-graduate economists to start work this year. The work will involve forecasting and analysing economic and financial variables in foreign countries, as well as in the ILIK Applicants should beam as appellant decree or north. U.K. Applicants should have an excellent degree or postgraduate qualification in macro-economics and/or econometrics. Some work experience is an advantage but not essential. The job will be interesting and challenging, with early opportunities for advancement. We offer a highly competitive remuneration package which

includes a wide range of benefits. Please reply in writing, with full curriculum vitae, to Bent A0424, Financial Times, 10 Cannon Street, London,

ECAP 4BY.

BANKING OPPORTUNITIES

BOND SALES nding international bank seeks young bond sal cant will have had 3 years' experience of sali is and may have controlled a gmall sales tuent.

£30-35,000 p.s.

LJC BANKING APPOINTMENTS Devonshire House, 146 Bishopsgate, EC2M 4JX. 01-377 5040

EXECUTIVE CHAIRMAN "Today" League Div. 1 Football Club

A competent businessman with considerable energy and enthusiasm for the game is required to control the entire operation. Candidates interested, with or without major personal investment, are requested to write to us. All replies will be passed by us to the present Chairman and will be

the state of the s

Replies to: **OPPENHENCESS** 20 Copibali Avenue London ECZR 7JH For the attention of Mr F. J. Donagh.

Ionathan Wren

INFORMATION/ COMMUNICATIONS MANAGER LONDON

c£40.000 + Benefits + Car

International Trading and Finance could not function as it does today without two important technologies, computing and communications. Our client recognises that the futures of computing and communications are inextricably linked when applied to international business.

In order to maintain their leading edge in the Global Commodities Market Place, this major London based International Trading Company, with offices worldwide, is seeking to recruit an Information and Communications

The successful candidate will ideally be well educated, possess excellent communications skills both written and oral, and be able to liaise at director level. The blend of technical and applications knowledge is a pre-requisite as is a proven track record of man-management, project management plus responsibilities of large budgets and timescales. In addition sound experience of Reuters, Telerate and V-Band would prove a significant

For further Information about this position, or to discuss your particular requirements in confidence please contact Terry Rickaby.

BRUSSELS

LONDON

HONG KONG

SYDNEY

No.1 New Street, (off Bishopsgate), London EC2M 4TP. Telephone: 01-623 1266. Fax: 01-626 5258.

PROPERTY CONSULTANCY

MAJOR INTERNATIONAL PROPERTY CONSULTANCY SEEKS RETAIL SPECIALIST TO DEVELOP PRACTICE IN LONDON OFFICE

- TO DEVELOP PRACTICE IN LONDON OFFICE

 re following background is essential:
 Minimum 15 years' relevant retail consultancy experience, with at least 5 years recent exposure outside the UK, in North American or Australian markets
 Evidence of establishing and managing a retail research and development strategy which includes in-depth knowledge of retail and consumer market research methodology, techniques and applications
 Consulting experience to embrace all aspects of shopping centre development, including speciality and leisure centres
 Established credibility and a high profile in the industry, which will certainly have included articles in trade publications, relevant public speaking engagements and participation at conferences
 Postgraduate degree, such as an MBA
 Generous remuneration package is available to the right candidate, who is likely to be in age group 37-47

 Please apply initially to Box A0414, Financial Times
 10 Connon Street, London EC4P 4BY, by not later than 25th February

Executive

Channel 4 has changed the face of British Broadcasting with its unique blend of lively, original programmes. We recently extended our transmiss hours to reflect incressed audience demand and will continue to support innovation and progress on every front in 1987 and beyond

nai posed

भूत राग्वार

nat least 2

Indse wall

ಿಂತರ ತಗಡೆ first band

.... to

Cay IAA

euroessial Mag . .nt markets. 1125 godis.

73073S 10.75 min where you will ± 16:202, WM 1 and a chance of a

na Director NA TORS

ANALYSTS 2. 18 184⁸ & 25²⁵⁶

11.00 Markets EDD CYMRU

International Appointments

FIDELITY INTERNATIONAL

TWO NEW MAJOR REGIONAL APPOINTMENTS

Which over US \$65 billion under management the Fidelity Group is one of the world's leading and fastest growing international investment groups. The Hong Kong office of Fidelity International is seeking to fill two newly created and important positions, both at senior managerial level. Although the work involved in both positions will concentrate initially in Hong Kong, it is envisaged that both persons will have important Asian regional responsibilities in due course.

MANAGER - OPERATIONS & ADMINISTRATION

The successful candidate will have daily operating management responsibility for the following:

 Overseeing all investment services, particularly securities trading

• Providing administrative support for the investment and

marketing professionals Liaising with and supporting Fidelity's International administrative offices particularly in Bermuda and the UK Ensuring ongoing development and documentation of business systems and procedures

You must have a record of proven managerial skills and be capable of performing in a dynamic, growing financial environment. With a degree from a recognised university, preferably in business or accounting, you must have spent a minimum of five years in the investment, banking or accounting industries, or have demonstrable relevant

MANAGER - INSTITUTIONAL MARKETING (Asia Pacific Region)

The successful candidate will be directly responsible for

Managing communications with our institutional clients
 Marketing Fidelity's services to institutional investors
 Co-ordinating legal and administrative aspects of our

Assisting in new product development regionally

You must be mature and articulate with a thorough understanding of cultural differences and business structures in the region. A good communicator, well presented and with the ability to inspire confidence, you should be able to demonstrate a good writing style and be familiar with the major developments in international investment in recent years. Proven sales ability is required and prior experience in investment management research positions would be a strong advantage.

Candidates for both positions should consider that the posts offered are intended to be long term career opportunities in Fidelity's growth in Asia, and suitable only for persons with considerable initiative and who are prepared to work in an environment which is subject to minimal supervision. On the successful completion of both assignments (projected to be up to five years in the region) the successful candidates could, if they wish, relocate in one of Fidelity International's eleven other offices around the world.

As both positions will ultimately require considerable regional responsibilities it would be desirable, although not essential, if the candidates were familiar with Chinese and/or

Japanese languages. The rewards will reflect the importance of each of these posts; excellent salaries will be offered together with substantial bonuses (based on performance). Write with full career details and present salary to The Managing Director, Fidelity International, 22nd Floor Connaught Centre, 1 Connaught Place, Hong Kong.

BERMUDA-BOSTON-HONG KONG-JERSEY-LONDON-HEW YORK-SAN FRANCISCO-SYDNEY-TAPPS-TOKYO



President

Real estate

SENIOR FOREIGN EXCHANGE

AND MONEY MARKET ADVISOR

FRANKFURT

Our client, a Major US Bank with a global presence, has an exceptional opportunity for a Senior Foreign Exchange and Money Market Advisor to join their well established operation in Frankfurt.

The role will be to act in an advisory capacity to the existing clientele of International Central Banks and Government: Financial Institutions. Working in unison with the Regional Director, the candidate should exhibit

In addition to a thorough knowledge of Foreign Exchange and Money Market Trading, the ideal candidate will already have experience in a similar environment, a sound educational background and fluency in English and

The bank will provide a salary commensurate with experience and results.

Please apply in strictest confidence quoting reference FR/2502 to:

New York

This leading property company is seeking a high-calibre executive for its real estate business in the

Reporting directly to the UK Managing Director and operating from the New York office, you will be responsible for the company's significant

current development programme and for spearheading the company's growth.

This challenging appointment presents an unusually stimulating opportunity for a highly experienced property professional who has had

previous profit responsibility and practical experience of the American market.

The remuneration package, geared to the company's results, will be attractive to top-level candidates and will include appropriate executive benefits and a comprehensive relocation package.

Please send full career details which will be forwarded to our client unopened. (Address to our Security Manager if listing companies to which it should not be sent.) Ref: R2171/FT.

PA Advertising Hyde Park House, 60a Knightsbridge, London SW1X 71E. Tel: 01-235 6060 Telex: 27874

Computer Professionals-Kuwait

One of the leading Benks in Kuwait is in the process of implementing a major bankwide automation strategy over the next two years in line with its continuing expansion and in order to support its future growth.

This strategy is based upon IBM 4381 mainfrances and IBM 4700 financial terminals running under DOS/VSR-SP.

The Application Software is based upon well known International Bank Application packages. To support this project, the Bank's Management Information Services Division has available the following positions for experienced specialists.

Project Manager - Treasury (PMT)

To take responsibility for development and implementation of new systems for the Treasury area including Dealing Room activi-

Applicant must have a minimum of five years in Data Processing in Banking environment with at least two years as a Project Manager in one or more of the following areas:

Foreign Exchange and Money Market

Bonds and Securities
 Funds Transfer

- Front Office Dealing - S.W.LF.T.

Project Manager - Retail (PMR)

To take responsibility for development and implementation of new systems for the Retail Banking area including all Branch and ATM activities.

Applicant must have a minimum of five years experience in Data Processing with at least two years as a Project Manager in a similar project.

Experience in Retail Banking and IBM 4700 Financial Terminals is essential. Good knowledge in ATM - applications is preferrable.

Systems Analysts / Programmers (SA/P) To develop and implement new computerized systems in different business areas.

Applicant must have five years experience in Data Processing for financial Institutions using structured analysis and design techni-

Experience in an IBM environment using CICS, DL/1, COBOL & PL/1 languages is

Systems Programmer (SP)

To install and maintain operating systems, communication and data base software and give technical support and advice to Systems Development and Operations.

Several years experience in an IBM environ-ment using DOS/VSE-SP together with working experience with DL/1 and CICS/VTAM/ NCP is essential.

Data Base Analyst (DA)

To install different data base products, maintain the integrity of the Bank's data base and support Systems Development and Operations concerning the most efficient and secured utilization of the Bank's data.

Several years experience in an IBM environment using DOS/VSE, DL/1 and CICS is essential. Experience from a 4th GL environment and good knowledge in structured analysis and design is preferable.

Candidates should preferably be University graduates with appropriate professional qualifications. A knowledge of Arabic and experience of working in the Middle East is preferred, but consideration will be given to other candidates who can demonstrate the relevant experience, drive and enthusiasm required for these positions.

Attractive tax free salary and benefits packages will be negotiated commensurate with education and experience. It is likely that initial interviews will be arranged in London or Kuwait. Interested candidates should write with full career and salary details quoting position reference to Personnel Manager, P.O.Box 2477 Safat, 18025 Safat, Kirwatt.

All applications will be treated in strict confidence.

International **Appointments** Advertising

£43 per single column centimetre. Premium positions will be charged £52 per single column centimetre.

For further information, call: Jane Liversidge 01-248 5295 Daniel Berry 01-248 4782 Emma Cox 01-236 3769

TELEX. TELEX COMPUTER PRODUCTS SA

A World Leader in Voice/Data Communications, 3,270 Products CORPORATE ATTORNEY — EUROPEAN HEADQUARTERS CHALLENGING OPPORTUNITY—EUROPE/MIDDLE EAST/AFRICA

-Overall legal advice to management team

 Contract preparation, negotiation
 Registration/Corporation housekeeping subsidiaries
 Develop/implement legal policies/procedures -Frequent contacts with senior mgmt/outside counsel

Qualified attorney must have solid knowledge of/experience in international commercial transactions, EEC, contract and company law, including 5 years experience with major multinational company or law firm. High tech industry experience/French-German fluency a Write to:

Richard Fassino TELEX COMPUTER PRODUCTS S.A. Case Postale 1278, CH-2001 Neuchatel, Switzerland Include your CV, career and salary details, all of which will be treated in complete confidence

FINANCE ACCOUNTANCY AND MARKETING

Exceptional positions for exceptional individuals with multinationals, large and small, working language English, other languages a plus, locations worldwide, but mostly in Europe and UK, various lavels of travel. Clients include banks, thi-tech, industrial and consumer manufacturers and traders. Register now to receive a regular update by sending a business card or ev to:

> THORSURN & ASSOCIATE, Box 1225, 100) Lausenne, Switzerland

Wir, sind eine Tochtergesellschaft der Hessischen Landesbank-Girozentralemit einer Bilanzsumme von 3 Mrd DM Wir suchen den

LEITER KREDITE

Als künftiger Leiter unserer Kredit- und Kundenabteilung verfügen Sie über eine fundierte Kreditausbildung und eine mehrjährige Bankerfahrung, insbesondere im internationalen Finanzierungsgeschäft. Gute englische und französische Sprachkenntnisse sollten vorhanden sein.

Das Aufgabengebiet beinhaltet neben der Führung der Kreditabteilung, die Ueberwachung der Bearbeitung bestehender Engagements, die Betreuung bestehender und die Akquisition neuer Kundenverbindungen. Als Leiter der Kreditabteilung unterstehen Sie unmittelbar der Geschäftsleitung. Die Ausstattung der Position entspricht der Bedeutung der Aufgabenstellung.

Wir bitten Sie, Ihre Bewerbungsunterlagen—die wir streng vertraulich behandeln werden — an unsere Personalabteilung zu richten. Für telefonische Auskünfte steht Ihnen unser Geschäftsführer Herr Völzer zur Verfügung (Tel: 00352-49961-223).

Helaba Luxembourg

1017 Luxembourg 4 Place be Paris, BP 1702 Telephone 49 94 91

Dynamic offshore Financial Institution promoting Fiduciary Fixed Deposits is looking for

ें के इ

11:27

12 - 42

INVESTMENT **CONSULTANTS**

EXTERNAL SERVICE

to visit private and commercial clients (Europe, Africa, Middle East) If you possess the following qualifications:

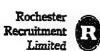
* Commercial or banking background

★ Ambition

★ Easy contact

and if you are between 30-40 years of age, used to working independently and efficiently, please address your offers with details to:

> Box A0419, Financial Times 10 Cannon Street, London EC4P 4BY



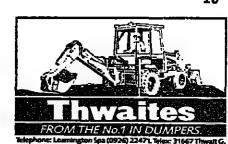
the flair and creativity to facilitate continued expansion.



SECTION II - COMPANIES AND MARKETS

FINANCIAL TIMES

Wednesday February 25 1987



Litton to merge oilfield services with Dresser

LITTON Industries, the US electronics and industrial products group, announced yesterday that it Houston, which provides "wireline" was merging its oilfield services op-erations with the well-logging divi-sion of Dresser Industries, the ener-equally at first, but Litton, which is gy industry supplier.

The combined company, which

Taxages.

at at le the

rs (Sap)

policized

thence in

restations

SE lector.

temp using

-grages is

Sizisies, THE STATE

DE STEEL

ಟಿ ಕಿರುಗ್ರಹ್ಮ.

100 mode. 12 vTAS0

acts, main.

in his search

ಜನೆ ೦ಕ್ಷಮ್ಮ

rat waż se.

Member.

i CECS is

ಸಿಕ ತಿವಳ<u>ಸ್ತಾ</u>ತ್ತ.

er med

عدفندت Timed but

umbe, dave

a commander

no formance to

Process

LIST, AFRICA

... comprise

WICE

्टर् ये शेला^ह

1.12 E 15.1

ाड ५००५ झालामी

News of as

. A Lemis w

: 161

8-1

100

will have revenues of \$550m and 6,500 employees initially, is the lat-est move in a dramatic consolidavice industries in response to the collapse of exploration activity.

The company will be based in are profitable on a depressed sales Houston around Litton's Western base of about \$350m while Atlas is and once highly profitable seismic exploration company, and will in-clude other Litton operations in-volved in well-core analysis and da-

These will be combined with services on offer which Litton de-Dresser's Atlas division, also in scribed as covering the "whole life-Houston, which provides "wireline" span of an oilfield."

providing a larger share of the as-sets, will be issued convertible preferred stock. On conversion of the stock, Litton will hold 66 per cent -70 per cent and consolidate the new tion of the oilfield supply and ser- company in its financial state-

At present, the Litton businesses thought to be around break-even

It's a smaller department store in competition with Schlumberger," said Mr Howard Rubel, an analyst at Cyrus J. Lawrence, the brokers. Mr Michard Gardner of Shearson Lehman said: "They may have stolen a march in integrated services. Last year Schlumberger, which has an overhwelming share in the wireline market, paid \$94m for GECO, a Norwegian company, to gain access

to seismic technology. Meanwhile, in the oil equipmen business, Hughes Tool, the largest Although the new company will manufacturer of drill bits, and Bakbe dwarfed by Schlumberger, with er International are seeking the apoilfield revenues of \$5bn, and Hal-liburton (about \$2bn), Wall Street trust authorities to merge their op-

BfG returns to an even keel following a year of turbulence

BANK für Gemeinwirtschaft, the bank formerly controlled by West Germany's trade union movement, Germany's trade union movement, to DM 49.7bn (\$25.5bn) in 1986, die-sized companies, was a "well-sized companies, was a "we

ener and Muenchener, West Germany's fifth-largest insurance com-

client confidence restored to a high-

However, BfG's partial operating profits in 1986 would be down from those the previous year, he said, with profits also affected by lower interest spreads and difficult trad-

Retail business picked up thanks to the rise in private demand, with BfG's instalment credit business breached the DM 5hn mark at the start of February.

Moreover, BfG's weak credit de-

dried up in the second half of 1986 while some existing business cus-tomers shifted their accounts to Br other banks, according to Mr Wegs-cheider. Matters reached a nadir last October, when loans to customers sank to DM 24bn. The situation ing circumstances.

The months of speculation about BfG's inture have cast a long shad-level at this time last year.

the Neue Heimat affair and speculation about its ultimate ownership, according to Mr Thomas Wegscheider, BiG's chief executive.

The uncertainty only came to an

The uncertainty only came to an

pany, which is 20 per cent owned by growing particularly strongly. But mand and strong deposit growth Britain's Royal Insurance, bought a the bank's corporate business suimade it less dependent on outside fored over the year because of in-Since then, BfG has returned to creasing speculation about a the achievement in bringing about an event, with both staff morals and client as affid as a staff morals and client as a staff moral as massive "disruptive influences" last

ground by selling its 25 per cent stake in Volksfuersorge, one of the country's largest insurance groups and almost 75 per cent of the Bank für Sparanlagen und Vermoegens-bildung as well as 5 per cent of the Allgemeinen Hypothekenbank.

Friedmann to head Air France

BY PAUL BETTS IN PARIS

MR JAQUES FRIEDMANN, one of Mr Jaques Chirac, the French will replace Mr Marceau Long, the Prime Minister's closest advisers, is to take over as chairman of Air France, the French national alrine.

Mr Friedmann, who has been described as one of Mr Chirac's eminodies.

Mr Friedmann, who has been described as one of Mr Chirac's eminodies.

Mr Friedmann, who is 54 years to be named as the head of a major state enterprise. Until recently, he was regarded as a leading candidate to become chairman of Electricite de France (EdF), the French state electricity utility, when its current chairman, Mr Marcel Boiten with Mr Pierre Messmer, the right wing Prime Minister, during 1972-74.

Mr Friedmann takes over at Air France at a time when the national airline faces growing international and domestic competition from airline deregulation. The national airline recently reported a 20 per cent decline in net earnings to FFr 789m the ping group between 1974 and 1982.

After being appointed a board member of Air France, Mr Friedmann's nomination as chairman of the airline company is expected to be ratified by the French cabinet teux, retires this year.

with Mr Pierre Messmer, the right- be ratified by the French cabinet

Esab earnings fall by 26% in year

By Sara Webb in Stockholm

ESAB, the world's leading manufacturer of welding equipment, showed a 26 per cent fall in profits after financial items to SKr 150m (\$23m) compared with SKr 204m in 1985. Sales inched up 1 per cent to SKr

3.964bn in 1986 compared with SKr 3.926bn the previous year. Esab said that the market for welding equipment had weakened more than it had originally expect-ed at the end of 1965 because of the

fall in oil prices. The market for mechanised welding equipment and machine compo-

nents developed well and accounts for a large proportion of sales. How-ever, the market for coated electrodes continued to fall.

Piaggio agrees to buy SDP moped division

STEYR-Daimler-Puch, Austria's duction of mopeds and bicycles will be moved to Italy and marketed ungroup, is selling its moped and bicycle division to Piaggio of Italy, a manufacturer of scooters and member company of the Fiat Group.

Mr Juergen Stockmar, a director on Steyr's managing board, said that the sale to the Italian company had been agreed and that the deal would be signed in the next few days. The sale price has not been disclosed but is understood to be about Sch 100m (\$7.8m).

Piaggio will acquire the machinery from Steyr's plant in Graz and the design for a new moped engine with catalytic converters. The pro-

Notice to Bondholders of

Aida Engineering, Ltd.

U.S.\$20,000,000 5¼ per cent. Convertible Bonds due 1996

Pursuant to the Trust Deeds dated as of September 10, 1981, under which the above mentioned Bonds were issued, a notice is hereby given as follows:

- 1. On February 10, 1987 the Board of Directors of Aida Engineering, Ltd. resolved to make a free distribution of shares of its common stock to shareholders of record as of March 25, 1987 in Japan, at the rate of one (1) new share for each twenty (20) shares held.
- 2. Accordingly, the conversion price of the above mentioned Bonds will be adjusted effective immediately after such record date. The conversion price in effect before such adjustment is Yen 554.10 for the 5½ per cent. Convertible Bonds due 1996, and the adjusted conversion price will be

February 25, 1987

Aida Engineering, Ltd. 2-10, Ohyama-cho, Sagamihara City, Kansgawa, Japan

Elliott sees brewing as key to strategy

By Lisa Wood in London

MR JOHN ELLIOTT, chairman and chief executive of Elders IXL, the Australian brewing, fimancial services and pastoral group, yesterday refused to be drawn on the future strategic balance of his business.

"Brewing, that is where the opportunities lie at the present," Mr Elliott said in London where he was announcing the detail of his proposed acquisition of the 50.1 per cent stake in Carling O'Keele, the Canadian brewer, held by the Canadian arm of Rothmans International, the

British-based tobacco group.

The purchase of 10.9m shares in Carling O'Keele is the first part of a cash bld which will be made by Elders for the whole of Carling and began than the or the share than the cash blook 3. Carling not later than March 25 1987 at a price of C\$18 a share, a deal valuing Carling at US\$193m, The deal is unconditional, sub-ject to Canadian regulatory ap-

Carling O'Keefs, with around 24 per cent of the Canadian beer market, is Canada's third-largest brewer. Since last year it has brewed Elders' Foster's lager, a brand which Mr Elliott hopes to establish as a so-called global brand in the mould of Heineker and to a lesser extent, Budweiser, the Anheuser Busch brand.

This time last year Elders brewed its lager only in Australia at its Cariton and United Brew-

Today, with the acquisition of Carling O'Keefe, it has produc-tion bases for its Poster's brand

More International company news on Page 35

Europe - with the \$1.4bu acquisi-tion last August of Courage, the UK brower - and North America. The development of a world-wide brewing business may not be Mr Elliott's single ambition. he mr Elliou's single minimon.

Last April Edets emerged as a
third party in the long-running
Ansiralian battle between Broken Hill Proprietory, the mining
group, and Mr Robert Houses a
Court's Bell Resources.

Kiders took a 29 per cent stake in BHP, scuppeting Bell's hopes of gaining control and prompting BHP to take a reciprocal holding in Elders in a move which considerably strengthened Elders' fi-

The three companies subsequently came to an agreement giving both Mr Holmes à Court and Mr Elliott seats on the BHP

In February Elders announced an A\$860m (US\$573m) rights is-sue, a move which with two con-vertible bonds issues increased Elders' equity to a point where it could borrow enough to buy

Mr Elliott yesterday declined to comment on his future acqui-sition strategy but said: "We are in a position to borrow the funds to purchase BHP."

As to rumours that he had built up a stake in Guinness, the troubled UK alcoholic beverages

group, he said: "I never common speculation."

Last month his fast-growing group reported record interim after tax profits of A\$148.7m for the six months to December, more than 2% times as the

A\$57.3m for the same period in On the Carling acquisition he said: "An important part of our global brewing strategy is to have a significent brewing operation in the Americas."

Carling was emerging from its difficulties and was being acquired at a time when it appeared as if the Canadian market was being de-regulated. At present beers sold in a province have to be income.

to be brewed there.
The US market for Foster's lager would not be serviced from Canada because market research showed that as a premium-priced imported beer in the US it had to be brewed in Australia. Courage would be enlarged to service exports of Foster's to Eu-

rope.
Last year Carling O'Keele,
with a Beamish stout brewery in Ireland, sold the rights to its Carling Black Label brand in the UK and Europe to Bass, Britain's

"We would have preferred to have got hold of it," Mr Elliott said, "but we did not know they

Carling O'Keefe's pre-tax profits in 1984 were C\$87.6m, tumbling to C\$18.7m in 1985 and C\$5.7m in 1986. In the first six months of the current financial year they rose

Lex, Page 18

Peter Bruce on the problems facing Germany's biggest farm equipment group

A brush with purgatory at KHD

AT 66 and approaching retirement, Mr Bodo Liebe is having an uncom-fortably close brush with whatever passes in West Germany for corporate purgatory.

He is chairman of Kloeckner Humboldt Deutz (KHD), the country's biggest diesel engine and farm equipment group, which yesterday published gloomy sales and order figures for last year. Total group urnover fell 11 per cent to DM 4.9bn (\$2.67bn).

In the parent company, turnover fell 7 per cent overall to DM 3.26bn. Incoming orders were down 18 per cent, and orders at the end of the fell 7 per cent overall to DM 3.25bn.
Incoming orders were down 18 per cent, and orders at the end of the year were 23 per cent lower than a vear before.

The strategy has not yet wot account and orders at the end of the year were 23 per cent lower than a vear before, Blaming the strength of the D-

dark for a dramatic downturn in the export of its high volume products, KHD revealed that foreign or-ders had fallen 25 per cent against

Diesel engine sales, KHD said in a letter to shareholders, were down 12 per cent. Incoming orders fell 16 per cent. The agricultural machinery division has been badly burt by the worldwide farming crisis and, again, the strong D-Mark. For the first time, KHD also had to concede first place in the domestic tractor market to Fendt, a competitor littleknown outside West Germany.

Only in industrial plant, a diviion whose fortunes can be quickly

swung by a single hig order, did turnover rise. KHD may be coming under seri-

ous currency pressure, yet it is also reaping the rather dubious rewards of a deliberate attempt over the past four or five years to concen-trate on what it thought to be its traditional strengths.

Scoffing at diversification, Mr Liebe has gone out of his way to seek out acquisitions that comple-ment, rather than supplement, KHD's diesel and farm equipment

The strategy has not yet worked. In 1979 KHD bought an old en-

gine plant in Indiana from American Motors. The idea was to use the plant to assemble engines imported from Germany. At the same time, KHD engineers in Canada had developed what they thought would be a certain winner for the US - an eight-cylinder, air-cooled commer-

Both ideas were expensive and

KLÖCKHER-HUMBOLDT-DEUTZ (parent company)

Turnover (m DM) Company net profit (m DM)

customers did not trust air-cooled diesels. KHD lost money, though it had the opportunity to cushion it-self with approximately DM 800m it

stake in Iveco to Fiat in 1982. Mr Liebe, not put off in the US, began to think about adding the more traditional water-cooled diesel to the KHD range. A perfect oppor-tunity came in 1985, when Knorr-Bremse, the Bavarian locomotive brake group which also owned the

proved disappointing. American (MWM), began to break up over a

1981 1982 1983 1984 1985

family row. MWM made a range of water-cooled diesels, and KHD

At the same time, a new opportunity arose to try the American mar-ket, this time through relieving Al-lis-Chalmers of its loss-making agricultural equipment group and an at-tractive sales and financing network. The point of the acquisition, Mr Liebe declared in 1935, was to increase capacity in its German factories by effectively buying market

share in the US.

But neither the MWM nor the Deutz Allis acquisition has yet paid off. KHD yesterday spoke of a "rui-nous" price war in the US, as agri-cultural machinery producers cultural machinery producers scramble to keep their places in a shrinking market. MWM barely

managed to break even. There is talk now at KHD of diversification. The stock market is also rumoured to be expecting better things this year of the company than it did last year. Rationalising and streamlining of the divisions, begun last year, is expected to continue. More jobs will also be lost this year. Most of the DM 600m Iveco "cushion" remains Intact.

Mr Liebe is a wily character who, despite his advancing years, remains very much in control. Given that the mistakes of the past few years are his at least as much as anyone else's he may be happy to 211 2,918 3,767 4,612 3,506 anyone else's he may be happy to 37.1 48.8 52.4 57.7 57.2 stay around for a few more years to

Security Pacific agrees Rainier takeover

ny, has taken a further step in its rapid regional expansion with an agreed takeover of Rainier Bancoporation of Seattle in an all-share deal worth about 51bn.

Each of Rainier's 20.9m shares will be swapped for 1.3 Security Pa-cific shares. Prices of both stocks fell in early trading yesterday, with

the-counter market. Rainier's shares had jumped \$5% on Monday when it announced it was being courted by two out-of-state banks. The other suitor was believed to have been First Bank

System of Minneapolis. Both Security Pacific and Rainier have been on the acquisition trail as

has moved as far afield as Nevada 1986 and assets of \$62.6m

and Arizona.

SECURITY PACIFIC, the Los Security Pacific losing \$2% to \$38 laws allowing inter-state banking sidiary. Extensive capital market Angeles-based bank holding compe- and Rainier \$2 to \$45% in the over- mergers have come into effect in re- and financial service operations mergers have come into effect in re- and financial service operations cent years. Rainier has bought make it somewhat unusual among several small banks in Washington regional banking organisations. It and Oregon while Security Pacific reported net income of \$386m in

Rainier's principal unit, Rainier The Los Angeles group is the National Bank, is the 40th largest sixth-largest bank holding company US bank, with assets of \$9.2bn at in the US, with Security Pacific Nathe end of 1986. Net profits rose 7 tional Bank its main operating sub- per cent last year to \$70m.

NEW ISSUE

These Notes having been sold, this amountement appears as a matter of record only.

FEBRUARY, 1987



Republic of Portugal

Japanese Yen 15,000,000,000

5½ per cent. Notes Due 1994

Issue Price: 101% per cent.

IBJ International Limited

Bank of Tokyo International Limited

Banque Nationale de Paris

Chase Investment Bank

Daiwa Europe Limited

Generale Bank

Manufacturers Hanover Limited

Mitsubishi Finance International Limited

Morgan Stanley International

S.G. Warburg Securities

Nomura International Limited Swiss Bank Corporation International Limited

Banque Bruxelles Lambert S.A. **Banque Paribas Capital Markets Limited**

Citicorp Investment Bank Limited

DKB International Limited Lloyds Merchant Bank Limited

Merrill Lynch Capital Markets

Morgan Guaranty Ltd

New Japan Securities Europe Limited Sumitomo Finance International

Union Bank of Switzerland (Securities) Limited

Yasuda Trust Europe Limited

INTL. COMPANIES AND FINANCE

The Morgan Bank

In England

Morgan House, 1 Angel Court, London EC2R 7AE

Morgan Guaranty Trust Company of New York [The Morgan Bank] is the principal subsidiary of J. P. Morgan & Co. Incorporated and has assets in excess of \$67 billion

World headquarters: 23 Wall Street, New York, NY 10015

Banking offices, representative offices, subsidiaries, and affiliated companies around the world

Consolidated Statement of Condition (Condensed)

Incorporated with limited liability in the State of New York. U.S.A.

Member of Federal Reserve System and Federal Deposit Insurance Corporation

Assets Cash and due from banks	1996 \$ 4727	1965
Interest-bearing deposits with banks	\$ 4727	
		\$ 4381
	9 679	7 073
Investment securities (market value: \$12 868 in 1986		
and \$10 347 in 1985)	12063	9918
Net loans and lease financing	31 532	34 307
Customers' acceptance liability	1 348	1641
Other assets	8514	8 451
Total assets	67 863	65 771
Liabilities		
Total deposits.	44 781	4! 332
Federal funds purchased and securities sold		
under agreements to repurchase	8 504	9368
Other liabilities for borrowed money	4 980	6041
Liability on acceptances	1 350	1641
Long-term debt, excluding subordinated notes		
constituting primary capital	1 258	630
Other liabilities	2 603	2837
Subordinated notes payable to J.P. Morgan & Co.	2000	400
Incorporated constituting primary capital	450	450
Stockholder's equity		
- *	3 937	3 472
Total stockholder's equity	67 863	65 771
Total liabilities and stockholder's equity	01 003	99 11T

This advertisement complies with the requirements of the Council of The Stock Exchange. It does not constitute an offer of, or invitation to the public to subscribe for or purchase, any securities.

U.S. \$200.000.000

IBM Credit Corporation (Incorporated with limited liability in the State of Delaware, U.S.A.)

63/4% Notes Due March 10, 1990

Credit Suisse First Boston Limited

The following have agreed to subscribe or procure subscribers for the Notes:

Morgan Guaranty Ltd

Salomon Brothers International Limited

Banque Nationale de Paris

Banque Paribas Capital Markets Limited

County NatWest Capital Markets Limited

Crédit Lyonnais

Daiwa Europe Limited

Dresdner Bank Aktiengesellschaft

LTCB International Limited

Merrill Lynch International & Co.

Morgan Stanley International

Nonura International Limited

Swiss Bank Corporation International Limited

Swiss Volksbank

Union Bank of Switzerland (Securities) Limited

The issue price of the Notes is 101.05 per cent. of their principal amount. Application has been made to the Council of The Stock Exchange for the Notes to be admitted to the Official List.

Interest will be payable annually in arrears on 10th March of each year, commencing on 10th March, 1988. Listing Particulars relating to the Notes and the Issuer are available in the statistical service of Extel Financial Limited and copies may be obtained during usual business hours up to and including 27th February, 1987 from the Company Announcements Office of The Stock Exchange and up to and including 11th March, 1987 from:

Credit Sulsse First Boston Limited, 22 Bisbopsgate, London EC2N 4BQ

Cazenove & Co., 12 Tokenbouse Yard, London EC2R 7AN

The Chase Manhattan Bank N.A., Woolgate House, Coleman Street, London EC2P 2HD

25th February, 1987

CREDITANSTALT-BANKVEREIN (the "issuer")

NOTICE

to the holders of

U\$\$100,000,000 113 per cent Subordinated Bonds due 1990

NOTICE IS HEREBY GIVEN to the holders of the above Bonds, that in accordance with Condition 5 of the Bonds the Issuer has appointed Creditanstalt-Bankverein, A-1011 Vienna, Schottengasse 6, P.O.B. 72 as an additional Paying Agent for the said issue with immediate effect. The Trustee has approved this

appointment in accordance with the Terms and Conditions of

the Bonds.

Manufacturers Hanover Limited Principal Paying Agent



National Bank of Sharjah

U.S.\$25,000,000 Floating Rate Certificates of Deposit due 1988

In accordance with the provisions of the above Certificates, notice is hereby given that for the six months from 23rd February 1967 to 21st. August 1987, the Certificates of Deposit will carry an interest rate of

The interest payable on each U.S.\$250,000 Certificate on the U.S.S8,701.39



Spanish bank problems 'solved'

President of Groupe **Bruxelles** Lambert

to resign

By William Dankins in Brospels RARON LEON LAMBERT is to reelles Lambert, Belgium's second-largest financial and industrial holding company, according to banking officials.

The resignation - for personal reasons - is to be announced at the next shareholders' meeting in May. Baron Lambert, 58, a collector of modern art, holds a non-executive position on the six-man board. The management of the group is in the hands of Mr Albert Frère, the Beigian industrialist, and Mr Gerard Eshenazi of France.

The Lambert family will retain its 5 per cent shareholding in GBL and the 3 per cent it holds in Pargesa, the Swiss holding company which forms the second pillar of the fast-growing financial and industri-al group headed by Mr Frère and Mr Eskenazi.

The group's fortunes declined steeply after the Second World War until Baron Lambert relaunched the company in 1972 by arranging a merger with two other Belgian fiboard 10 years later.

BY DAVID WHITE IN MADRID

group that caused it to set aside all with an ambitious flower and hortion fits earnings for last year.

Pre-tax 1986 profits were zero compared with Pta 22.55bn (\$175m) in 1985. This was despite a 45 per cent increase in the bank's cash flow to Pta 84.9bn, stemming mainly from extraordinary gains which ealth and ambitious flower and hortion of reserves.

Referring to its legal battle with the heirs of Mr Ignacio Coca, whose bank was absorbed by Rameton in 1985. This was despite a 45 per cent increase in the bank's cash which Pta 17.2bn was already covered by provisions and by from extraordinary gains which

BANCO Espanol de Credito (Banesto), the bank with the largest
branch network in Spain, yesterday
gone into writing off losses at its
reassured shareholders that it had
overcome difficulties within the
group that caused it to set aside all
with an ambitious flower and hortiof its earnings for last war.

Referring to its legal battle with.

MI

Pan Am 'not AMR target'

AMR, parent of American Airlines, said it was "not interested" in mak-ing an offer to sequire Pan Ameri-can World Airways, AP-DJ reports

from Dallas,
Although American Airlines
never confirmed rumours that it was considering buying Pan Am, those rumours have continued to

circulate. An American Airlines spokesman said AMR was making the an-nouncement because Mr Robert Crandall, chairman and chief executive, was about to begin holding annual employee conferences and wanted to "clear the air."

In January sources said talks be-tween AMR and Pan Am had been going on for a few weeks. The sources said then that the discusnancial institutions, Brufina and sions had grown out of a marketing Cofinindus. Mr Frère joined the agreement between the two carriagreement between the two cerri

Notice of Redemption

U.S. \$20,000,000



The Sanwa Bank, Limited

Callable Negotiable Floating Rate Dollar Certificates of Deposit Due 11th April, 1988

Notice is hereby given that, in accordance with Clause 3 of the Certificates, the Issuer will exercise the Call Option and redeem all the outstanding Certificates at their principal amount on 9th April, 1987 when interest on the Certificates will cease to accrue.

Repayment of principal together with accrued interest will be made upon presentation of the Certificates at the London offices of the Issuer on 9th April, 1987.

Credit Suisse First Boston Limited

Agent Bank



US \$100,000,000 Floating Rate Notes 2001

Holders of Floating Rate Notes of the above issue are hereby notified that for the interest period from February 26, 1987 to August 26, 1987 the following

1. Applicable

Interest Rate: Interest payable on next interest Payment Date:

US \$345,66 per US \$10,000.00 nominal or US \$8,641.49 per US \$250,000.00 nominal

3. Next Interest Payment Date:

February 24, 1987

August 26, 1987 **BA Asia Limited** £85,000,000



BANQUE INDOSUEZ Floating Rate Notes Due 1991

1013/16% per annum 23rd February 1987 26th May 1987 Interest Period

Interest Amount per

£5,000 Note due £136.27

Credit Suisse First Boston Limited

NEW ISSUE

Nomura International Limited

Robert Fleming & Co. Limited

LTCB International Limited

Morgan Stanley International

Banque Bruxelles Lambert S.A.

Lloyds Merchant Bank Limited

S. G. Warburg Securities

IBJ International Limited

Orion Royal Bank Limited

Saitama Bank (Europe) S.A.

Crédit Lyomais

Deutsche Bank Capital Markets Limited

Shearson Lehman Brothers International

Symitomo Trust International Limited

Mitsubishi Finance International Limited

Union Bank of Switzerland (Securities) Limited

Genossenchaftliche Zentralbank AG

Banca del Gottardo

Banque Indosuez

CIBC Limited

This announcement appears as a matter of record only.

February, 1987



ITOMAN & CO., LTD.

U.S.\$100,000,000

31/2 per cent. Guaranteed Bonds due 1992

Warrants

to subscribe for shares of common stock of Itoman & Co., Ltd. The Bonds will be unconditionally and irrevocably guaranteed by

The Sumitomo Bank, Limited

ISSUE PRICE 100 PER CENT.

Dalwa Europe Limited

Sumitomo Finance International

Banque Nationale de Paris

Société Générale

Bank of Tokyo International Limited Credit Suisse First Boston Limited Dresdner Bank Aktiengeselischaft Fuji International Finance Limited Goldman Sachs International Corp. Meiko Securities (H.K.) Limited J. Henry Schroder Wagg & Co. Limited

ď

Universal (U.K.) Limited Yamaichi International (Europe) Limited

Banque Paribas Capital Markets Limited DG BANK Deutsche Genossenschaftsbank KOKUSAI Europe Limited Marusan Europe Limited

Morgan Grenfell & Co. Limited Prudential Bache Securities International Swiss Bank Corporation International Limited

Wako International (Europe) Limited

- 330

INTL. COMPANIES and FINANCE

Jardine in final stages of shake-up

-Uniteri

tificates of

ince with Clause a state the Call Option are interest on the hear interest on the

in account interest a Continuous at the city 1987.

OSUE7

Due 1991

je bet stum

.EN 1937

1 imited

Stray 19

11, 1938

≎ie

JARDINE MATHESON HOLDINGS (JMH). Hong Kong's continterest in JSH via another oldest trading house, yesterday unveiled the final stages of an interest size to share reorganisation, which Mr Simon Keswick, the chairman, says will concentrate a "corporate structure of classic simplicity."

The key components of the latest manoeuvres are the flotation of Mandarin Oriental Hotels out of Hongkong Land via a HK\$750m (US\$96.2m) rights issue, and a HK\$2.58bn rights issue to be made by Jardine Strategic Holdings (JSH), the group's new holding

In April to demerge its 32 per anticipated HK\$2.15bn nut asset value.

In April to demerge its 32 per anticipated HK\$2.15bn nut asset value.

In April to demerge its 32 per anticipated HK\$2.15bn nut asset value.

In April to demerge its 32 per anticipated HK\$2.15bn nut asset value.

When Mandarin is listed in June, JSH is to take a 20 per anticipated HK\$1.5and in the moves, while HK Land another value.

JMH is realising HK\$1.6bn from the moves, while HK Land and stareholders, JSH sills to take a 20 per anticipated HK\$2.15bn nut asset value.

JMH is realising HK\$1.6bn from the moves, while HK Land and pair asset value.

JMH is realising HK\$1.6bn from the moves while HK Land and pair asset value.

JMH is realising HK\$1.6bn from the moves while HK Land and pair asset value.

JMH is realising HK\$1.6bn from the moves while HK Land and pair asset value.

JMH is realising HK\$1.6bn from the moves while HK Land and pair asset value.

JMH is realising HK\$1.6bn from the moves while HK Land and high part asset value.

JMH is realising HK\$1.6bn from the moves while HK Land and part asset value.

JMH is realising HK\$1.6bn from the moves while HK Land and part asset value.

JMH is realising HK\$1.6bn from the moves while HK Land and part asset value.

JMH is realising HK\$1.6bn from the moves while HK Land and part asset value.

JMH is realising HK\$1.6bn from the moves while HK Land and part asset value.

JMH is realising HK\$1.6bn from the wall and the part asset value.

JMH is realising HK\$1.6bn

via a HK\$750m (US\$86.2m) all non-property interests out of rights issue, and a HK\$2.58bn rights issue to be made by Jardine Strategic Holdings (JSH), the group's new holding per cent of Mandarin to shareholders in May. Mandarin, Farm. JMH will take a 40.9 which manages and invests in the region and its 8.5 per cent holding in HK Land, and North America, is projected to earn a net HK\$200m this Dairy Farm, the food retailing group. In addition, HK Land is 30 per cent discount on its

Murdoch to

retain Channel

earlier this month in order to consolidate its newspaper

presence there, is to retain a

Ten minority

By Our Financial Staff Mr Rupert Murdoch's News Corporation, which sold its Australian television interests

Row over San Miguel HK move

BY INCHARD GOURLAY IN HANELA

SAN MIGUEL, the Philippines' San Miguel shares in favour of into the hands of predators largest industrial company, is under increasing pressure to explain the proposed sale of its Hong Kong brewing subsidiary last April, set in train in order to finance the intended buyback of about one-third of its own thares.

Government officials suspect

Government officials suspect

San Miguel shares in favour of into the hands of predators into the hostile to Mr Soriano's management team, bankers said.

Before the share buyback fell through last April, San Miguel stares in favour of into the hands of predators into the hostile to Mr Soriano's management team, bankers said.

Before the share buyback fell through last April, San Miguel stares in favour of into the hostile to Mr Soriano's management team, bankers said.

Before the share buyback fell through last April, San Miguel stares in favour of into the hostile to Mr Soriano's management team, bankers said.

Before the share buyback fell through last April, San Miguel stares in favour of into the hostile to Mr Soriano's management team, bankers said.

Before the share buyback fell through last April, San Miguel stares in favour of into the hostile to Mr Soriano's management team, bankers said.

Before the share buyback fell through last April, San Miguel stares in favour of into the hostile to Mr Soriano's man

sequestered by a government of this letter to the PCGG, Mr
agency was an attempt to Ongpin denied a suggestion tioning how Neptunia's \$35m increase the management's made by Mr Ramon del Rosario, was absorbed on to the San voting strength by selling off San Miguel's chairman, that the Miguel books at the end of last company assets.

letters, Mr Jaime Ongpin, the Finance Minister, has revealed that he had told San Miguel to subject the sale of the San Miguel Hong Kong subsidiary, the company's "most profitable asset" as he called it, to board approval. He also recom-mended board approval of the

Record sales

and profits

Government officials suspect because it mispected the sale proposed buyback of the proposed buyback of the sale proceeds would go to a Marcos 33.1m shares that are currently "crony" businessman.

In the latest of a flurry of Mr del Rosario apologised to Mr Ongpin but did not comment on why San Miguel had not sought board approval for the deal. Mr Soriano, the grandson of San Miguel's founder, is understood to own less than 2 per cent of San Miguel. The PCGG has sequestered more than half the company's shares, and this

tion and partly guaranteed by Mr Soriano.

Meanwhile, the United Coconut Planters Bank (Cocobank)

which is administering the sequestered shares, is awaiting the PCGG's decision on whether shares that it holds as security for more than \$78m of obligations from companies formerly controlled by a "crony" of Mr

Confidence returns to

for Sapporo By Yoko Shibata in Tokyo

SAPPORO BREWERIES of Japan has achieved record sales and earnings for the third consecutive year, with pre-tax profits of Y12.4bn (\$80.7m) for 1986, up 18 per

The improvement was attributed to lower material costs, a raduced interest payment burden and effective manage-ment of surplus funds.

cant. Shipments surpassed 1m paper, has none the less gained give added the sales of whisky and brandy were flat, but those of wine and soft drinks were healthy. As a Singapore insurer well ahe result, turnover rose 8 per cent to Y486.05bn.

The reduction in electricity rates also helped to cut costs. Net profits of Y4.73bn were up 5 per cent. Sepporo intends to increase its annual dividend to Y6.50 per share by adding a commemorative dividend of Y1.50, although this will not be reported for 1987.

BISURANCE Corporation of to \$\$32.1m.

The group in 1986 after tax per cent function in 1986 after tax per cent jump in 1

Indian stock markets BY R. C. MURTHY IN BOMBAY

INDIA's stock markets are re-raining confidence after a pro-longed correction phase. Share strictions on trading have been values have gained somewhat despite two-way movements re-kets are in a healthier state despite two-way movements re-flecting uncertainties over the

than before.

A sense of expectation pre-

facting uncertainties over the government budget to be presented on Saturday.

Unlike the budget-eve euphoriz of the past two years Minister, now in charge of forcing market authorities to impose restrictions on trading —institutional buying has been Mr Gandhi's recent remarks that his sovernment intended urden and effective management of surplus funds.

A revival in the popularity index of the Economic Times, healthier than before and heer lifted beer sales 9 per India's main business news- rationalise the tax system to added dynamism

Singapore insurer well ahead

BY STEVEN BUTLER IN SINGAPORE

rise in life insurance premiums ICS Reinsurance.

NOTICE OF FINAL REDEMPTION TO THE HOLDERS OF

CANADIAN PACIFIC LIMITED

US\$50,000,000 934% Collateral Trust Bonds due 1989 (the Bonds)

NOTICE IS HEREBY GIVEN that in accordance with Condition 3(b) of the Terms and Conditions of the Bonds Canadian Pacific Limited intends to redeem and heraby calls for redemption on 31st March, 1987 all of its 91/4% Collateral Trust Bonds due 1989, of which USS41,250,000 principal amount are outstanding at the date hereof, at the redemption price of 100%% of the principal amount (US\$1,005.00 per Bond) together with accrued interest from 15th May, 1986 to, but excluding, 31st March, 1987 (US\$85.3125 per Bond) for a total redemption price of US\$1,090.3125 per Bond.

Payment of the Redemption price will be made upon presentment and surrender of the Bonds and all unmatured coupons appertaining thereto at any of the Paying Agents listed below The face amount of any missing unmatured coupons (US\$57.50 per coupon) will be deducted from the redemption price.

Interest will cease to accrue on the Bonds from and after 31st March, 1987.

PAYING AGENTS

Orion Royal Bank Limited, 1 London Wall, London EC2Y 5JX (Principal Paying and Fiscal Agent)

Commerzbank AG.

Herengracht 214, 1016 BS Amsterdam The Netherlands

47 Boulevard Royal,

D-6000 Frankfurt/Main.

Neue Mainzer Strasse 32-36.

Pierson, Heldring & Pierson N.V.,

se Manhattan Bank Luxambourg S.A.,

Bank of Montree! Trust Company, 2 Wall Street. New York, N.Y. 10005

Morgan Guaranty Trust Company of New York. B1040 Brussels, Belgium

Chase Machettan Benk. Switzerland Genferstrasse 24,

8027 Zurich. Switzerland

DATED: LONDON, 25th February, 1987

ORION ROYAL BANK LIMITED

minority stake in his divested broadcasting outlets, it emerged yesterday. It will buy 15 per cent of the still unnamed operator of the Channel Ten stations in Sydney and Melhourne from Northern Star Holdings, their

new owner. Northern Star will also inject two New South Wales local stations into the The price was earlier indi-cated by Northern Star at A\$130m (US\$86.8m). Twen-tieth Century Fox, Mr

Murdoch's US film group, will "enjoy a close association" with the network. Green Island to buy China Cement

Green Island Cement, a Houg Green Island Coment, a Houg Kong company controlled by Mr Li Kashing's Cheung Kong, is to take over the Peking-linked China Cement in an all-share deal valued at some HK\$285m (US\$36.54m), Our Financial Staff writes. A proposed scheme of arrangement will create a new overall company, Green Island (Holdings), which will be owned 42.9 per cent by

be swied 42.9 per cent by Cheung Kong and 17.6 per cent by Brummen, China Cement's parent which is related to the Bank of China

Australian bank postpones scrip

NATIONAL AUSTRALIA Bank has been led by tax problems to recommend that shareholders vote against the previously amounced one-for-five scrip issue at an extraordinary meeting tomorrow, Reuter reports from Melbourne.

The bank will held another meeting on April 23 after revising the proposal. The original plan could have resulted in shareholders receiving

Taiwan airline ends long run of losses

CHINA AIRLINES, TRIWER'S flag carrier, earned about US\$17m on turnover of \$666m in 1986, the first profit after six consecutive ye Reuter reports from

The compares with a loss of \$8.05m on sales of \$553m in 1985, The company attributed the better performance to lower off prices and improved





Notice is hareby given in accordance with Condition 5(c) of the Terms and Conditions of the Notes, that all outstanding Notes will be redected at their principal amount on March 31. 1967 when interest on the Notes will cease to actrue. Payment of interest in respect of coupon No. 11 will be made in accordance with Condition 6 of the Terms and Conditions of the Notes, at the offices of any of the Payma Agents.

to the Notes, the Notes of the Notes, the offices of any of the Paying Age the routinue to be fixed in the Ten ad Conditions of the Notes.

WOOLWICH EQUITABLE BUILDING SOCIETY

£200,000,000 ng Rate Loan Notes Due 1995

conditions of the Notes, notice is hereby given that for the three months interest Period from (and including) 19th February, 1987 to (but excluding) 19th May, 1987, the Notes will curry a rate of interest of 10% per cent. per samusa. The relevant Interest Payment Date will be 19th May, 1987. The Coupon Amount per £10,000 will be £259-08, payable against samunder of Coupon Not 5

and the second of the second o

INVESTMENTS IN GERMANY

If your investment strategy includes multimarket diversification of assets, West Germany should rank high on your list of priorities. An increasing number of cross-border investors - both institutional and private - are profiting from this market of expanding international

ad more and more investors are benefiting from the sound advice and A investment skills of Bayerische Hypotheken- und Wechsel-Bank, Germany's oldest publicly-quoted bank - founded in 1835 - and one of its leading issuing houses. It participates in numerous syndicates, and is a securities dealer on all of Germany's important stock exchanges - trading in both stocks and bonds.

Hypo-Bank's research capacity is extensive, and stems from its intimate knowledge of German corporations, especially in dynamic Southern Germany. Expert teams of researchers, securities analysts, economists and portfolio managers pool their long experience and market knowhow to provide domestic and international clients with the finest in performanceoriented investment decision-making.

o find out how you can benefit now from the investment opportunities In West Germany, just contact one of our two specialized teams of professionals:

INSTITUTIONAL INVESTMENT SERVICES Peter Strubreiter

Tel.: (89) 2366-8614

PORTFOLIO MANAGEMENT SERVICES HOLGER DESCH Tel.: (89) 2366-8558

MODERN BANKING IN THE FINEST ROYAL TRADITION



HYFO-BANK, Bayerische Hypothelsen- und Wechsel-Bank AG, Theatinesstrasse 11, D-8000 Minnich 2

This advertisement complies with the requirements of the Council of The Stock Exchange.



Republic of Finland

£100,000,000 10% per cent. Bonds 1997

issue Price: 100% per cent.

The following have agreed to subscribe or procure subscribers for the Bonds:

Samuel Montagu & Co. Limited Chase Investment Bank Limited Baring Brothers & Co., Limited

Bank of Tokyo International Limited Banque Nationale de Paris Dresdner Bank Aktiengesellschaft Generale Bank

Hill Samuel & Co. Limited Kensallis Osake Panidd Morgan Grenfell & Co. Limited Momura International Limited

Saudi loternational Bank Union Bank of Finland Ltd

Westdeutsche Landesbank Girozentrale

S.G. Warburg Securities

Banque Bruxelles Lambert S.A. Credit Suisse First Boston Limited EBC Arnro Bank Limited Hambros Bank Umited BJ International Limited Kleinwort Benson Limited Morgan Guaranty Ltd Postipankki, Helsinki

J. Henry Schroder Wagg & Co. Limited Union Bank of Switzerland (Securities) Limited Yamaichi International (Europe) Limited

Application has been made to the Council of The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited ("The Stock Exchange") for the Bonds to be admitted to the Official

Interest is payable annually in arrear on 5th March in each year, commencing on 5th March, 1988. Particulars relating to the Bonds and the Republic of Finland are available in The Extel Statistical Service and copies of the particulars may be obtained during usual business hours up to and including 27th February, 1987 from the Company Announcements Office of The Stock Exchange and, up to and including 11th March, 1987 from the addresses shown below:

Samuel Montagu & Co. Limited, 114 Old Broad Street, London EC2P 2HY

Greenwell Montagu Securities, Bow Bells House, Bread Street, London EC4M 9EL

25th February, 1987

a International ational Limited uanule de Part Deston Limited rienge elischaft inance Limited Propiosal Corp. H.K. Limited

. S. Co. Limited incicle Générale U.K.) Limited (urope) Limited لمُقَافِقَةُ مُسَالِمُ وَاللَّهُ عَلَيْهُ مُعَالِمُ عَلَيْهِ مِنْ اللَّهُ عَلَيْهُ عَلَيْهُ عَلَيْهُ Eltore Linuxi Elemps Limited

A Co Limited garanal Limited Europe Europe

Frankfurt blames job hoppers on foreigners, Haig Simonian reports

Head-hunters stalk German banks

ment banks in the past 18
months has caused some poaching of staff. The Swiss, in particular, have claimed to offer
the perfect match between
continental European work
practices and job security and
Anglo-Saxon pay-packets.
Seldom, though, has more
than one individual changed
banks and never more than

So the news last week that time-honoured pattern. For the four senior securities people chosen few a boardroom appointment — and really big money — awaits, though it is money — awaits, thoug

JOB SWITCHING between getting to grips with deregulato DM 70,000 (\$88,250) a year commercial banks the world securities houses by just four tion, and where the banking are finding the attractions of over as they try to break into people does not sound like community is small compared foreign firms offering to double investment banking.

Traditionally, youngsters join a financial institution from uni-versity and stay. Many have already had a spell of in-service

training at a bank as part of their academic course. The Anglo-Saxon pay-packets.
Seldom, though, has more than one individual changed banks, and never more than so the news last week that time-honoured pattern. For the four senior securities people were quitting Citicorp in appointment — and really big

their money increasingly hard It may be that West Gerto resist.

It may be that West Germany's much-vaunted universal

securities houses by justice people does not sound like something to cause a major stir. But in the much tighter and more traditional Frankfurt market, such "block trades in personnel" are still virtually "Manufacturers Hanover has set new rules in the Frankfurt market," said Mr Friedrich German bank for a competitor.

"Manufacturers Hanover has set new rules in the Frankfurt market," said Mr Friedrich German bank for a competitor. In a market where quality staff are exceedingly hard to find, are exceedingly hard to find, even high West German prin-

ciples are having to bend.

As a result, the steady inflow of foreign banks to Frankfurt has turned local headhunting into a fine art. Rule number one used to be never to touch Deutsche Bank. West Germany's premier finan-cial institution was felt to be so powerful that few thought it worth incurring its displeasure,

many's much-vaunted universal banking system is showing itself particularly vulnerable in this respect. Arch-conservative managements and a long tradition of rigid pay scales have left the universal banks increasingly exposed to staff losses. Even Deutsche Bank is said to be feeling the pinch.

Splitting off investment bank-ing into a separate operation is one idea said to be under consideration by West German banks. Paying investment ban-kers special bonuses on top of the normal bank-wide salary

worth incurring its displeasure, whatever the short-term advantage.

Though regular job hopping after two years by the brightest and best young bankers, as seen in London and New York, will—the next two in the rankings—were seen as fair game, however catch on in West Germany even much greater staff mobility. is one innovation not everyone in the country's capital market

Paribas and BCI plan merchant bank

BY ALAN FRIEDMAN IN MILAN

PARIBAS OF France and Banca Commerciale Italiana domestic investment banking (BCI), Italy's second biggest bank, are planning a joint venture merchant bank to operate both in Italy and on the European market.

A BCI executive in Milan said yesterday that the new Franco-Italian merchant bank would have an initial capital of L100bn (\$77m). The venture's shareholding structure has not until the Bank of Italy has pub-

would have an initial capital of L100bn (\$77m). The venture's shareholding structure has not yet been decided.

Paribas and C.

Danks.

Details of the venture with Paribas will not be finalised until the Bank of Italy has published specific criticals.

said yesterday that the new Franco-Italian merchant bank would have an initial capital of L100bm (\$77m). The venture's shareholding structure has not yet been decided.

Paribas will not be finalised until the Bank of Italy has published specific criteria relating to formation of merchant banks.

West German institutions to become investors, he said.

The new merchant bank, which follows the formation last.

The new merchant bank is and bank, which follows the formation last.

The new merchant bank is and bank, which follows the formation last.

The new merchant bank is proposed to offer Paribas increased the day when it is possible to poportunities for expansion managing the flow of Italian investment out of the country.

It was unclear yesterday to offer Paribas increased opportunities for expansion managing the flow of Italian investment out of the country.

It was unclear yesterday to opportunities for expansion managing the flow of Italian investment out of the country.

West German institutions to be considering inviting British and west German institutions to be considered in the day when it is possible to opportunities for expansion merchant banks, which so opportunities for expansion income on investment out of the country.

It was unclear yesterday to offer Paribas increased the day when it is possible to opportunities for expansion income on investment out of the country.

The was unclear yesterday to formation of merchant banks, whether the BCI-Paribas was one of the BCI-Paribas would have any format investment out of the country.

The allow of Italian merchant banks, whether the BCI-Paribas founders of Banca Commercials venture would have any format investment out of the country.

The allow of Italian merchant banks, whether the BCI-Paribas founders of Banca Commercials would have any format investment out of the country.

The allow of Italian merchant banks of the day when it is possible to opportunities for expansion operations with its own investment out of the country.

The allow of Italian merc

be sought.

Many Italian and foreign operation for Paribas since its overwhelmingly successful privatisation last month.

The privatisation is expected to offer Paribas increased to offer Paribas increased.

change controls are relaxed, particularly with regard to investment outside the country, a broader European rols would be sought.

Which BCI is the largest.

George Graham in Paris adds: Participation in the new Italian merchant bank is the first large operation for Paribas since its

The privatisation is expected to offer Paribas increased opportunities for expansion overseas, as well as for paying for acquisitions with its own

Fecsa negotiates Pta 18bn funds injection

FUERZAS ELECTRICAS de come from special provisions redistribution of market shares. Spanish private-sector Electrical utility, said yesterday it was negotiating an injection of Pta 18bn (\$140m) in funds from other power companies to help smooth the way for a financial recovery programme, writes David White in Madrid The funds, which are to the provisions of the provisions are destinated in the way of a financial recovery programme, which are to the public-sector formal negotiations with bank-time deposition of market shares. The institutions involved included the Spanish affiliate of allowed by the Government national Westminster Bank. The debt reorganisation will be signed to enable Fecsa to meet interest payments on bonds which fall due shortly.

A Fecsa official said that the end of last year amounted to Pta 574bn (\$4.46bn), the official said.

New Issue

These Notes having been sold. ouncement appears as a matter of record only



Société Nationale des Chemins de fer Belges (SNCB)/ Nationale Maatschappij der Belgische Spoorwegen (NMBS)

> Canadian \$90,000,000 83/8% Notes Due 1992

> > Guaranteed by

The Kingdom of Belgium

Issue Price 101% per cent.

LTCB International Limited

McLeod Young Weir International

Kidder, Peabody International Limited

Cosmo Securities (Europe) Limited

Dai-Ichi Europe Ltd.

First Chicago Limited

. Mitsubishi Trust International Limited

Samuel Montagu & Co. Limited

Universal (U.K.) Limited

Perpetual floaters fail to find stability

By Our Euromarkets Staff

MOST houses active in the perpetual floating rate note (FRN) market stopped making firm prices yesterday following a period of extreme

price volatility.
Six houses out of the ten
who were still trading in the
\$17bn sector at the end of the
last week said that they would be making prices on a nego-tiated basis only for the time being, hoping in this way to restore stability to the market.

Three or four of the other houses intended to carry on quoting firm prices. Very little business appeared to be done on a firm price basis

yesterday, however.
Trading in perpetuals has contracted considerably since last December, when the market suffered its first shake —out. At that stage, around 40 houses claimed to be active

40 houses claimed to be active market — makers.
Since then, dealing in the issues has been almost entirely confined to professionals, and prices have spiralled downwards as they have been passed around among the market makers.

Recently only the issues Recently, only the issues for the UK clearing banks have been traded. Yesterday, one of the issues for Lloyds was quoted at around 841, and two for Barclays and National Westminster Bank at around

Dealers said some of the prices had firmed by around one point in the course of the day.

FRN issues for big North American banks, as well as their share prices, have weakened as a consequence of

weakened as a consequence of investors' concern about their exposure to Brazil.

However, dealers in the market said that the worsening trading conditions of the perpetual FRN sector stemmed from more deep-geated dissatisfaction with the performance of this category of issue.

Swedish options trading opened to foreigners

By Sara Webb in Stockholm THE RIKSBANK, Sweden's

central bank, has granted per-mission for foreigners to buy and sell Swedish options. Foreigners are allowed to invest in some Swedish shares, but the Riksbank has in the past rejected applications by non-Swedish citizens to invest in options either on underlying shares or interest rates or the index.

However, the Rikabank board upheld an appeal by a Dutch citizen last week in what it described as a "precedent-setting decision." The Rikabank said that it would continue to consider applications on a individual basis, rather than pass new legislation.

The options market expects further applications from for-eigners as a result and re-gards the central bank's move as a significant change in policy.

The Swedish eptions mar-ket (OM) was launched in June 1985, and has taken off to a degree far exceeding original expectations. There are options in 10 shares, which trade on average 9,000-10,000

trade on average 9,000-10,000 contracts a day.

The index option, which was launched at the end of last year, already trades an average of 12,000 contracts a day this week.

However, a foreigner may not exercise an option if the underlying share is restricted to residents.

Morgan Stanley put warrants

By Our Euromarkets Staff Morgan Stanley is issuing in

the international capital market 1.2m " put " warrants on the American Stock Exchange's Major Market Index of 20 blue chip stocks. Each warrant, expiring in December 1989, will allow holders to sell to Morgan Stanley securities represent-ing one-quarter of the total value of all the shares in the index. The aggregate value of the 20 shares stood at \$429.21 at Friday's close.

The warrants will be priced over the next week, with the stake price set at 2 5 per cent premium to the shares' closing value on the pricing

Earnings setback at Caltex Australia Average price change on day — (1-9, on SWISS FRANC STRANGHTS | Instead | Side | Sitter |
African Oev. Bit. 55-96 | 100 *1165-1 1051-1 |
Amer. Corp. 51-01 | 200 | 200 | 1105-1 |
Amer. Corp. 51-01 | 200 | 200 | 1105-1 |
Amer. Corp. 51-01 | 200 | 1105-1 |
Salver left. 41-96 | 200 | 190 | 190 |
Carlobary 5-96 | 30 | 1104-1 |
Carlobary 5-96 | 30 | 1105-1 |
Carlobary 5-96 | 30 | 1105-1 |
Carlobary 5-1-96 | 30 | 1105-1 |
Carlobary 5-1-96 | 30 | 1105-1 |
Carlobary 6-1-96 | 30 | 1105-1 |
Carlobary 6-1-96 | 30 | 1105-1 |
Carlobary 6-1-96 | 1100 | 1100-1 |
Carlobary 6-1-96
CALTEX AUSTRALIA, a petroleum refining and marketing company 75 per cent owned by a joint ven-ture of Standard Oil Company and Texaco of the US, has reported net operating profits down 61.9 per cent to A\$14.2m (US\$9.5m) last year despite a second half turnround, AP-DJ reports from Sydney. Revenue fell to A\$2.2bm from A\$2.4bm, affected by "severe" discounting.

Brisk new issue activity in the non-dollar sector

the non-dollar sectors, despite Credit Suisse First Boston and government bond market.

a slightly improved tone for nounced a \$75m convertible issue for IU International, the Attractive swap opportunities.

Attractive swap opportunities.

market, although investors were becoming increasingly selective about new issues, dealers said. One deal that seemed assured of an enthusiastic response One deal that seemed assured of an enthusiastic response yesterday, however, was an A\$100m five-year bond for BMW version premium between 18 finance. The issue was buoyed up by the popularity of the borrower's name with the control of the control As 100m five-year bond for BMW version premium between 18 Finance. The issue was buoyed and 22 per cent. It is callable up by the popularity of the after two years at 104, and then borrower's name with the Euro- at premiums declining by one pean retail investors who are the main buyers in this sector. It was quoted at 100 bid, against a 1011 issue price and 2 per

cent fees. Led by Bayerische Vereinsbank, it carries a 141 per cent COUPOR.

BMW's issue overshadowed the primary market yesterday, and Berliner Handels-und Frankfurter Bank cut back the issue size of its five-year deal for FKbanken from an initial A\$40m to A\$30m.

Daiwa Europe and IBJ International put together a small munale Landesbank was exproup of co-managers for their yellon five-year bond for Europeted to find firm placement manager at a discount of \$\frac{3}{2}\$ in due course. The 14\frac{1}{2}\$ per cent firms. The issue has a relatively high issue price of 104\frac{1}{2}\$ quoted at levels close to its In Switzerland, prices fell by and \$\frac{5}{2}\$ per cent coupon, and total fees yesterday.

NEW ISSUE activity in the dealers said it would appeal to

Attractive swap opportunities US diversified services con-continued to lure porrowers pany which has recently carried into the Australian dollar out an extensive programme of disposals and restructuring.

per cent per annum.

INTERNATIONAL

McLeod Young Weir Inter-national led a C375m 10-year 9‡ per cent issue for Xerox Canada Finance. The issue, priced at 101‡, was quoted at 99‡ bid, against two per cent

The 144 per cent issue, priced A\$40m to A\$30m.

The 5 per cent bond, priced at 1011, was quoted at 1001; was quoted at 1001; was quoted at 2 foint on the bid yesterday, compared with fees of 11 per cent.

Daiwa Europe and IBJ Inter-pear bond forBadische Kom-pear bond forBadische Kom

Prices in the Euroyen market Eurobond market was brisk selected pockets of demand. No rose by up to 1 point after a yesterday but still focussed on price was quoted yesterday. Sharp rebound inthe Japanese

But Tokyo Electric Power's recent issue firmed by around a point, and Nomura International followed it up with a Y15bn six-year issue for another power company, Chugoku Electric Power.

Nikko Securities led two equity warrant deals for Japanese companies. These were a \$70m five-year issue for Best Denki, the consumer elec-trics company, and a \$300m sevenyear issue for Mitsubishi Estate. Best Denki's deal has an indicated 31 per cent coupon and Mitsubishi Estate's indicated coupon is 31 per cent. They were both quoted at premiums to their par issue

In the Euro-D-Mark market, prices fell by about 1 point Commerzbank led a DM 250m commercial leads to be a sum of the largest Danish commercial bank. The par-priced issue is callable after five years at 100. It traded at levels around it 21 per cent fees. WestLB led a DM 125m 61 per cent bond for Iceland. Dealers said the issue's 10-year maturity

Nashville link for Enskilda Securities

ENSKILDA SECURITIES, the London-based subsidiary of Skandinaviska Euskilda Banken of Sweden, is forming a joint per cent stake in Equitable and venture with Equitable Securi-a seat on its board, ties of Nashville to sell US Lord Euston, an Enskilds shares to European investors, Our Euromarkets Staff writes.

The new company, to be called Equitable Enskilda Securities, will initially concen-

Securities executive director, said the move developed from Enskilda's role in the European marketing of a eventure capital fund for new companies based trate on marketing shares of around Nashville, a some 50 to 60 publicly-traded described as booming. around Nashville, a region he

the research of Equitable, which Enskilds will also take a 4.9 has a seat on the New York Stock Exchange, with Enskilda's trading and corporate finance abilities, he said. Its capitalisation and the cost of the Equi-table stake were not large It is expected to start business in April, subject to regulatory approval, including recognition as an exempt dealer by Britzin's Department of Trade.

COF

Zilis

FT INTERNATIONAL BOND SERVICE

Listed are the latest international bonds for which there is an adequate secondary market

Closing prices on February 24 | DOLLAR | STRAIGHT | Stand | Std | Office | Straight | Std | Office | Office | Std | Office | 1127; 1007;

5.8h 11.8h 2041 2041 17.02 19.01 29.02 29.01 12.01 12.01 50.01 402 29.02 29.12 14.63 402 29.12 402 29.12 20.

© The Financial Times Ltd., 1987. Reproduction to whole or in part is any form not permitted without written consent. Outa couplied to DATASTREAM International.

APPOINTMENTS

Grand Metropolitan executive posts

Erialy 25 1887

Toke Eligen and the control of the c

tell by about the

The second of th

tarent venture med

Standard Equipment for the New Control of Equipment for the New Control of Company in the Standard for the Control of the Cont

and the cost of the grade were in be-

Supercied to Burning

125/401 10 PM

amental genfülle. tunded of Trade

and its market

na prices en Febreit

Mr Brian Wolfson has been pensions manager, and Mrs P. A. appointed chairman of the Thomson, manager (policy service Industries Economic Development Committee, He is chairman of Anglo-Nordic Holdings, chief press officer at The Stock FIELD LEWIS.

assistant general manager (systems); Mr G. Stewart, pensions manager, and Mrs P. A.

Exchange will be joining THE BOC GROUP in mid-March as group manager — investor and

Mr Michael D. Revell, for-merly senior vice president and head of ship finance of Marine Midland Bank, who retired at the end of 1986, has been appointed a non-executive direc-tor of THE BEN LINE STEAMERS.

FOSTER WHEELER POWIR
PRODUCTS has appointed Mr
Robert W. Boyd to its board as
managing director and chief
executive officer. Mr Boyd is a
mechanical engineer and longterm Foster Wheeler employee
who has speot most of his
39-year career with the company
in Canada, serving as board
chairman and chief executive
officer of that company since
1981.

Mr T. S. Corrigan has been appointed a mon-executive director of REX STEWART & ASSOCIATES. He is chakman of Havelock Europe and of Witchampton Boardmills. He is also chairman of Post Office Users' National Council.

Mr John G. Cellier, chairman of the United Kingdom Atomic Energy Authority, and Mr Derek Taylor, deputy managing director of the National Nuclear Corporation, have been appointed to the board of the corporation. Mr Collier replaces Mr Arneld Allen, former chairman of the Authority, who retired at the end of December, as an Authority nominee. Mr retired at the end of December, as an Authority nominee. Mr
Taylor has been an associate director since 1983. Mr Aha Finley, deputy managing director of the joint NNC-Westinghouse organisation, PWR Power Projects, and Mr W. J. M. (John) Davies, head of projects, have been appointed associate directors. Mr Davies becomes director of projects for NNC.

CONTRACTS

Opencast mining near Wakefield

maintain an output from the site of 2,000 tonnes of coal per week, giving a life-of-mine of about three years, with a further nine months to finish restoring the

Brazilian

FINANCIAL HIGHLIGHTS

Capital & Reserves

Subordinated Loan

Pre Tax Profits

After Tax Profits

Banco do Brasil S.A.

Deutsche Bank A.G.

YEAR ENDED 31st DECEMBER

1,156.0

30.6

(US\$ M's)

Shareholders

The Dai-Ichi Kangyo Bank Ltd

Bucklersbury House, 11 Walbrook, London EC4N 8HP

112.1

1,166.3 1,276.2

40,0

29.2

ALFRED McALPINE ENERGY has been awarded a contract worth more than 15m by British Coal for opencast mining operations near Wakefield. The contract will involve extraction of about 280,000 tonnes of the contract by British Coal is linked directly to a restoration programme for the area known as the "Welbeck Reclamation Scheme." It is being carried out by Wakefield local authority in comjunction with British Coal and other local industries.

The compeny is contracted to maintain an output from the site of 2,000 tonnes of coal per week, giving a life-of-mine of about 200

work on the development, which features three floors of air-conditioned offices around a landscaped courtyard. Comple-

1985

27.7

Bank of America Group

Union Bank of Switzerland

1986

75.7

27.0

JOHN WILLMOTT HOUSING, a subsidiary of the John Willmott Group, has been awarded a con-tract worth about £619,000 by the tract worth about £819,000 by the Royal Borough of Windsor and Maidenhead for construction of a three-storey block of flats for the elderly at Princess Street, Maidenhead. Bush Gould, also part of the Willmott Group, has been awarded a contract worth about £520,000 by Wright (Properties) for a superparket at European (Bank P.L.C.

fordshire, value £540,429, and a three-year ferm maintenance order at RAF Wylan, Hunting-don, worth £1.65m.

French Kier subsidiary MOSS SOUTHERN has been awarded a contract for an ASDA superstore in Bristol (£5.86m) by Associated Dairies MFI. Kier's subsidiary in Northern Ireland, Charles Brand, has been awarded two civils contracts by the DOE Northern Ireland. The first is for stage 1 of the Negry hypess

(£1.56m). The 65-week contract is due for completion April 1968. The second contract is for repairs to masonry arch bridges through out County Down. French Kier is the national and international contracting division of C. H. Benzer Holdings.

Two dilapidated sites in Glasgow Two dilapidated sites in Glasgow will undergo a transformation as NORWEST HOLET carries out \$1.4m worth of work. In the larger of the two contracts—worth nearly \$1m-a five-storey development in Sauchiehall Street will enhance a site that has remained undeveloped since the existing buildings were demolished several years ago. The second contract involves renovation of one of two rotunda's second contract involves renova-tion of one of two rotunda's which were the original access buildings for a now dissused tunnel under the River Clyde. Both brick and slate structures have cluttered the 'ky-line in a run-down state for several years. Norwest Holst's 2860,000 contract will restore the external contract will restore the external structure of the north building

to its former glory as well as converting the inside to house three bars and three restaurants

been awarded a construct worth about \$520,000 by Wright (Properties) for a subermarket at Church Street, Saxmundham, Suffeik, John Willmott North London has a \$242,000 contract from the Home Office for a conversion to the bath house at Pentonville Prison in Caledonian Road, N7.

EAYMILLS

(CONTRACTORS) has been awarded a 22m design, manage and construct contract by Plymouth City Council to cerry out improvements at Plymouth City Airport, Roborough, home base of Bryman Airways. The work involves sonstruction of a 1,190 metre long runway with approach lighting system, widening and overlaying another runway with high-intensity edge lighting, enlarging and renovation of a shopping spron areas, building an air traffic control centre and fire cludes a AAFES Burgerking traffic control centre and fire cludes a AAFES Burgerking system and uprating the electrical supply and drainage to the fordshire, value £540,429, and a

SIR ROBERT MCALPINE MAN-AGEMENT CONTRACTORS bas commenced work on a £1.27m Properties at its premises at 33, Cavendish Square in London's West End. The second, 15th and 16th floors, with a combined area

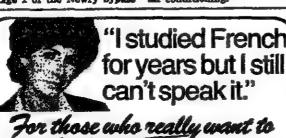
of 2.750 sq metres are being extensively refurbished. The work will include the fitting of suspended ceilings, joinery, partitioning and the installation of air conditioning. "I studied French

speak a language.

Discerning visitors to New York select The Carlyle, one block from Central Park, for its consistent excellence. Each quest room has Monitor TV's, VCR's and Stereos, and the solicitous staff is ever eager to please. A proud recipient of the Mobil Five-Star

Award for 19 consecutive years. Member of The Sharp Group since 1967

Madison Avenue at 79th Street New York 10021 Cable The Carryle New York Telesc 620692 Tok Free 1-800-CARLRES



Special TOTAL IMMERSION and private crash courses

Private pare-time tuition to sait your schedule
Semi-private courses for 3-4 people
Evening group courses—maximum 8 people
Coaching in French and German for "O" and "A"
level students ★ English a speciality

Phone today for more information

BERLITZ

FRENCH, GERMAN, SPANISH, ITALIAN OR ENGLISH

Notice to Warrantholders of

The Maruetsu, Inc.

to subscribe for Shares of Common Stock of The Maruetsu, Inc. issued in conjunction with the issue of U.S.\$70,000,000 2 % per cent. Guaranteed Bonds 1991 Pursuant to the Instrument dated July 2, 1986 relating to the above mentioned Warrants, we

hereby notify as follows:-1. The Board of Directors authorized on Fabruary 23, 1987 to affect a free distribution

of shares at the rate of eighteen (18) new shares for each one hundred (100) shares held as of March 31, 1987 Tokyo Time (the record date). 2. Accordingly, the Exercise Price of the above mentioned Warrants will be adjusted

pursuant to Clause 3 of the said Instrument effective as from April 1, 1987 Tokyo Time as follows:

Exercise Price before adjustment Yen 1,282.00 Exercise Price after adjustment Yen 1,086.40

February 27, 1987

The Maruetsu, Inc. 17-2, Ageba-cho, Shinjuku-ku, Tokyo, Japan





The state of the s

Personal

Residential Property

Your new Towerside home comes fully-fitted with a supreme award.

The position couldn't be bettered, either: close to St. Katherine's Dock, Tobacco Dock Shopping Centre, Wapping Tube and less than a mile from the City. The development is selling fast. So to reserve your place at an

award-winning address, call (01) 481
3576 now to arrange to view one of

the show flats. Prices start at a very Wates build with care.

Rentals

doesn't give its awards lightly but although we are

delighted, we are not altogether surprised that

out Towerside development at Wapping has

carried off the Supreme Award for quality in

1986. (That's in addition to our "What House"

At Towerside, there are elegant studio, 1 and 2 bedroomed spartments and 3 bedroomed penthouses. All enquisitely designed

CHESTERTONS

Commendation for "Best Exterior," too.)

HIGHGATE YELLAGE, NO Elegant own

Highgate Office: 81-341 ares LONG DITTON, SURREY

Large detached family bome in exclusive cul de sac near shops and transport. 4 beds, 2 betts, 3 receps, kit, dbie ggs. ige gdn. Co.

IVERNA COURT, WS

A stylish 3 bed flat in popular block in quiet garden squals, Elegant dble recep, kit/b'fast rm, 2 baths. Kensington Office: 61-837 7244

CADOGAN SQUARE, SW3 £425 p.w.

Most streatively designed and well furnished 4th floor flat, overlooking this highly prestiglous Chaleas equare. Large sunny recap, dole bed + on suite bath, single bed, ff kit.

CHESTERFIELD GDNS, WI

Mayfair Office: 01-829 4613 **DOCKLANDS E14** £135 p.w.

Supprity furnished and decepted one bed first with stunning views of Themes and Greenwich. Garage, batcony.

Docklands Office: 91-538 4621

PONSONBY PLACE, SWI

reception rooms, 2 bathrooms, 1 shows room & closkroom. Pato garden, large family kitchen/break-fast room with all machines. This house is least for entertaining with large conservatory type dining m. Avail. now for 12 mnths 4.

HAMPSTEAD, NW3 £350 p.w.

Brand new most superb 2 bedroom spariments close to all amenities. Must be seen to be appreciated.

SHORT AND LONG COMPANY LETS

DUKE

Duke Luxury Apartme 14 Sim Court, 11 Harrowb London W1

Tel: 01-723 7077/258 3868 Teles: 24141 DUKEAP - Fex: 724

THE LARGE: 1960 8 (b) ATTACH DETUNGS AGENT (A TOMORDON



01-629 6604 KENWOODS RENTAL

QUALITY FURBISHED FLATS AND HOUSES, SHORT AND LONG-LETS TEL: 91-402 2271 TELEX: 26271

SERVICED APARTMENTS CHELSEA

Lessing Office: Nell Gwynn House, Slogne Ave., London, SW3. 01-594 8317 Telex: 916358 NGHLDM,

HENRY & JAMES CONTACT US NOW ON 01-235 2861
For the best selection of Furnished Flats and House to Rent in Knightsbridge, Belgravia and Chelsea

AUSTIN RICHARD 01-505 2040/4434

Large selection of rented flats and houses in East London and Essex all within 30 minutes of the City 9.36-5.30, Saturday 9.30-1.30

MONTREUX (Lake Genera)

Choose your second residence in Switzerland's mildest climate

4 seasons for your holidays 20 mins from ski-slopes 45 mins from Geneva airport

3 SPACIOUS APARTMENTS

For sale to foreigners! Lake view—cop quality Competitive prices and

Sale directly from builder

JA IMMOBILIER SA Av. due Léman 2?

CH-1005 Leusanne Tel: 021/20 91 07 Telex: 24453

Flights

JIR FARES FACTORY—Worldwide, lon-Nauf, low cost. 01-839 7144, Dertuin 130 Jerunn St., 5W1, Ask for brochuse

Art Galleries

Overseas Property

CRANS-MONTANA MIGHT ON THE BEST EUROPEAN MOUNTAIN GOLF COURSE We sell auperb apartments 2 to 8 rooms from SFr295,000 NEAR FAMOUS CRANS PLATEAU AT TSARAT HAMEET A I SANAI HAMKET karming Swise Chaint SP:495,000 ellant opportunities for srs. 60% mortgage available at 65% interest

AGENCE ROMANDE
ROMONDBILIERE SA
Gail. Genj-Constant 1
CH-1003 Lussame, Switzerland
Tol: 21/29 70 11 - Tx: 25873 will ob

SWITZERLAND Lake Geneva & Mountain resorts PARTIES. REVAC S.A. 52, rue da Montaelleut — CH Tel. 41.22/34 15 40 - Telex 22030

Clubs

Company Notices



Bank of Tokyo (Curação) Holding N.V.

Guaranteed Floating Rate Notes Due 1990

The Bank of Tokyo, Ltd.

In accordance with the provisions of the Notes, notice is hereby given that the rate of interest for the three months period 23rd February, 1987 to 26th May, 1987 has been fixed at 10% per cent. per annum. Coupon No.14 will therefore be payable on 26th May, 1987 at £1,362.67 per coupon from Notes of £50,000 nominal and £136.27 per coupon from Notes of £50,000 nominal.

S.G. Warburg & Co. Ltd.

EARAKREEK PARTICIPATIONS N.V.
ESTABLISHED IN CURACAD
NETHERLANDS ANTILLES
NORICE OF the Annual General Meeding
of Shareholders to be beid on
NOTICE INTEREST GERN that the
Armual General Meeding of Shareholders of Sarakreek, Participations N.V.
will be held on March 10, 1987 at
3.00 n.m. at the effices of the Commer's 15 John S. Gordinand, Curacac
(N.A.T. I EXPOSE the reserved to the
manual of Comment of the March
of Sec Comment or the March
of Sec Comment or the March
and Sarac divisions
and Sarac divisions
and Sarac divisions and Sarac
mentioned Sharaclal Wars and to discharge the manualment in tentormity
with the Company's Articles of incorportables.

Stay in Italian Palazzo

A magnificent. 17th century private palazzo on the sea, cornerted by Prince and Princess di Belmonta into elegant, luxurious apartments. Extensive grounds, private beach, pool, unspolled countrystide elegant, housey combine to make a unique holiday. Also wonderful houses in Tuscany and Porto Ercole. Ask for our ville brochure, including the Algarve and Monchique hills; Greek islands; Turkey. (Our exclusive South of France houses — rentals.

CV Travel (n)
35 Categor Street,
Chables, London SW3 2PE
01 541 0851 or 544 8803
(580 0132 24km)
The specialists in
well to be for the specialists in villa holidays

Residential Property

LODGE CLOSE

near CHEAM VILLAGE A stylish five bedroomed detached house built in attractive stock bricks to the ≠ gas fired central heating * double glazing a natural wood kitchen * extensive Neff appliances * fully tiled bathrooms * feature lighting * carpeting throughout landscaped garden * double garage Ready for immediate

Open Friday to Monday inclusive from 11.00am 5.00pm or details from Drum Hind & Company

adge Close, off Howell Rill Grove on Surrey OCTACON

Georgian City of BATH Telephone: ANDREWS ESTATE AGENTS Bath (0225) 66182



\$30,000,000

unconditionally guaranteed by

ARROW CAPITAL N.V.

Established in Curaceo, Netherlands Antilles

THE MOTICE IT IMPORTANT

HOTICS IS REBERY GIVEN that on Wednesday March 25, 1867 at 3 o'Clock in the attention (local cime) the Annual General Meeting of Shresholders of the Company will be held at the offices of the Company will be held at the offices of the Company, ash 8 constrained 5. Willemstat, Curaché, Necharlands Antilles, for the following surpostes.

4) To re-elect intimis Management Company N.V. as the transfere director of the Company for the period copings on the next tailow-ing Annual General Mosting.

ing Annual General Meeting.

5) To accept the resignation of a memmer of the advisory board.

5) To re-elect the permeers of the Company for the Company for the period on the Company for the period company

7) To re-appoint Messeria. Coopers and Lybrand. Curacoo, as the independent suditors of the Company for the ensuling war.

8) To approve the remuneration of the menaging director for the ascale year ended September 30, 1985.

To approve the care by the Company to Shareholders for the rependance of up to 53,559 of its outstanding shares at a price per share of USS76,47 pagable in Cash in accordance with the second of the per share as
with the Company of the meeting nav be inspected by all shareholders at the offices of the Company and is swalable upon request. AMRO TRUST CORPORATION N.V. Managing Directors

Hotel & Travel

Prince Bélmonte's

rom £400 to £5000 per s eparate brockure.)

NOTICE IS HEREBY GIVEN of Profession by the Company for the resurchase of up to 53,569 of its outstanding shares at a price of USS 74.5 cayable in cash.

Registered Officer John S. Gorsiraweg E P.O. Box 3889 Milensed and Washing Antilles with the Miles Burks of the Miles Burks

A STATE OF THE STA

NatWest's profit soars past £1bn

BY DAVID LASCELPS

yesterday reported pre-tax 38 per cent, Costs rose 17 per profit of £1.01bn, the first time cent, but declined 25 a percena UK bank has passed the tage of total income from 75 UK bank has passed the billion pound mark.

The strongest growth was recorded by NatWest's domestic operations, while some other parts of the group were held back by high development costs or heavy provisions against

Lord Boardman, the chairman of the UK's largest clearer, said the profit had been earned against "very tough competi-tion in financial services, both in the UK domestic market and internationally."
However, he foresaw "a strengthening world economy where the bank and our customers can plan ahead with

The profit increase amounted

National Westminster Bank earned £821m, an increase of per cent to 74 per cent. The major contributor to pro-

fit was domestic banking with £720m, up from £526m in 1985. The bank opened nearly a million new accounts, and carned more from its lending activities thanks to both large volumes and wider interest margins. International banking contri-

buted £223m, up from £181m.
The bulk of this came from
Natest's US subsidiary. Results
from other international operations declined, mainly because of increased provisions for bad

There was a mixed performance from subsidiaries. Nat-West Investment Bank, the new to 26 per cent, which was in group created for last year's line with market expectations. Big Bang, lost £27m, excluding At the post-tax level, NatWest £11m costs charged to the

group. But this outlay is contribution shows a marked viewed as a major strategic shift in NatWest's orientation investment. NatWest Home back towards the UK. Domestic Loans, the mortgage subsidiary, banking accounted for 71 per increased profits by only £2m cent of profit, up from 65 per to £45m because it has been cent in 1985. International to £45m because it has been cent in 1985. International buying market share. Courts, banking declined from 23 to its specialist banking arm, 22 per cent. During the year, earned £12m, down from £14m, NatWest also registered a fail because of development costs.

for had debts amounted to £373m, up from £338m. Lord Boardman said this reflected the bank's continued prudent view of international trading and world economic conditions. The bulk of these were against specific international debts, world economic conditions. The this summer, said the group's bulk of these were against strategy was to develop its specific international debts, capabilities across a broad though Lord Boardman stressed front. More than film had been that NatWest's exposure to the Third World debt problem was small. Domestic provisions were also up, mainly because of mounting personal and small

company debts.

in its dependence on wholesale funds, mainly because of an increase in balances in its current and special reserve

Mr Philip Wilkinson, the chief executive who is to retire committed to new technology over the next five years.

The final dividend is 13.5p, making a total of 20.5p, up 14.7 per cent. NatWest's shares closed last night at 618p, up 1p.

House building boosts Trencherwood

Trencherwood, a USM pro-perty development, investment ahead of forecast, and that and contracting company, in-creased its pre-tax profits from stantial increase in the number \$3.02m to \$4.21m in the year to October 31 1986.

ereased its turnover from cial division was mainly due to £12.98m to £18.75m, but com- a change in the institutional mercial development's contribution was down from £5.34m and industrial schemes in the

The total dividend is raised from 5.2p net to 6.15p via an increased final of 4.5p (3.7p).

The directors said demand The group has acquired a for new homes was strong 50 per cent stake in a new throughout the year in all company which already has four sectors of the market, and they commercial schemes under way reported that this had consectors of the market, and they commercial schemes under way reported that this had con-tinued into the first quarter of £10m. The first scheme is of the current financial year. programmed to be completed

The downturn in the commerprovinces during 1986,

Demand from tenants and owner-occupiers had been strong and should lead to a rise Stated earnings per share rose in the contribution made by from 21.03p to 28.27p, and a Trencherwood commercial in

Arrangements have been com-

ordinary.

The new money will be raised to finance Trencherwood's future growth in a of different directions, including further expansion outside west Berkshire and in the

retirement market.

• Comment

Trencherwood's growth ambitions are reflected in it having a very long land bank, eight years worth at last year's completion rate. A third of this

land is outside Trencherwood's West Berkshire heartland, ensu-Arrangements have been completed for raising approximately £6,34m, net of expenses, by way of a placing of 1.3m new ordinary shares at 500p per share. The new shares will not rank for the final dividend in respect of the year to October 31 1986, but will rank parl passu in all other respects with the existing ordinary.

West Berkshire heartland, ensuring that the company will not be too much effected by any decision to hold the Newbury region's housebuilding programme down to 1,250—against the 2,500 that it would prefer. The placing has been chosen as the cheapest route to fund the land bank and the infrastructure requirements af the West Berkshire heartland, ensuring that the company will not be too much effected by any decision to hold the Newbury region's housebuilding programme down to 1,250—against the cheapest route to fund the land bank and the infrastructure requirements at the company will not be too much effected by any decision to hold the Newbury region's housebuilding programme down to 1,250—against the cheapest route to fund the respect to the first that the company will not region's housebuilding programme down to 1,250—against the cheapest route to fund the respect to the first that the company will not be too much effected by any decision to hold the Newbury region's housebuilding programme down to 1,250—against the 2,500 that it would prefer. requirements of the West Berks' structure plan. It usefully should open up the market in the shares by reducing the board's holding to about 70 per cent. On forecasts bumped up to £5.8m, the shares at 533p are

Floyd Oil cuts offer for Hampton to £4.3m

Floyd Oil Participations, independent on shore oil exploration company, has reduced its £5m offer for Hampton Gold Mining Areas' UK coal mining interests to £4.3m because of doubts about the viability of its

over last year by Mr Alan Bond, the Australian entrepreneur, is the UK's biggest private producer of underground coal seven mines in England and above

operations at each of the three Scottish mines

Should Floyd decide to continue all operations, Hampton would receive a further £375,000. But should Floyd deoubts about the viability of its cide to close any of them, cottish operations, Hampton would underwrite Hampton, which was taken closure costs up to £300,000.

The English operations, which represent the bulk of the business, were performing expectations, said Mr

Mr Tod Floyd, chairman of tor of Hampton, said that since Floyd, said immediately after the original deal was struck the completion a decision would be availability and quality of coal taken whether to continue at one of the Scottish mines had

deteriorated, and they were all being evaluated.

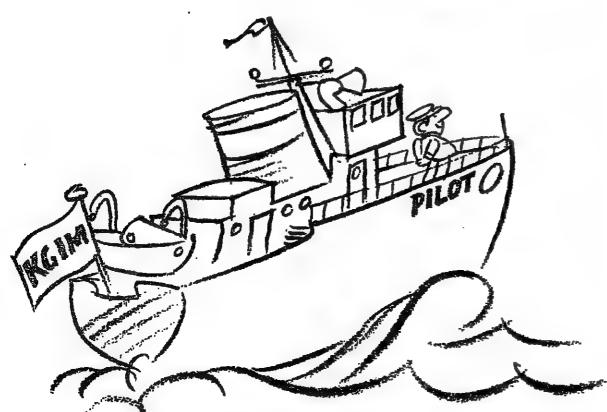
1888. It will be financed by a £6m. Hampton's coal businesses made share placing at 40p, a 9p discout on yesterday's closing price. The shares have been conditionturnover of £8.8m, compared.

The deal will double the size of Floyd and enable it to fund its onshore drilling programme for net current assets, excluding the west Midlands, which is not expected to yield oil until 1988.

In the year to March 1986 Investment and the English of £724,000 on sales of £5.2m. According to the company, the Floyd's existing shareholders will have the option to take up \$3.5 per cent of the issue at the placing price on a two-for-three production.



The shrewdest international operators can still benefit from specialist advice.



There are times when even the most successful navigator needs advice from a pilot with special skills. And it is just the same with investment.

Especially when considering worldwide markets. At Kleinwort Grieveson Investment Management, our ability to manage business internationally is beyond question. As part of the Kleinwort Benson Group, our access to the Group's offices in 19 countries and links with brokers worldwide

are merely a starting point. At home we're using the experience we've built up over the last century to manage worldwide

assets of over £8 billion. And last year's merger between the investment arm of Kleinwort Benson and leading stockbrokers, Grieveson Grant, has brought together the accumulated skills of two of the City's most respected

investment houses. No institution is too large for us and no private investor too small. So whatever your investment needs we can provide the right service.

If you feel you could use some help in navigating the uncharted waters of modern investment in the UK or overseas, send us the coupon.

Kleinwort Grieveson Investment Management

Member of The Stock Exchange.

TO: Carol Taylor Melimon	Chereson michael
Management, 10 Fenchusch Street	t, London EC3M 3LB.
Tel: 01-623 8000.	
	Call Tirk how
Please send me further informatio	D'SSIGNOMS: LIER DOS
Private Portfolio Management	
Trustee and Personal Financial	laming
Barrington Unit Trusts	i
Pension Funds	FT B 25/2 87
L. Pension Fancs	
Name	
Address	
Tal-	

Maxwell lifts stake in Baker **Perkins**

By Philip Coggan

HOLLIS GROUP, the vehicle for Mr Robert Maxwell's expansion into engineering, has increased to 9.65 per cent its stake in Baker Perkins, Peterborough-based engineering group, currently atempting an agreed merger with APV.

Hollis approached Baker Perkins about a merger before Perkins about a merger before details of the proposed APV deal were announced in January. After that news emerged of a Hollis stake in Baker of little less than 5 per cent. Mr Maxwell said that further moves would await the formal APV offer document.

on February 6, it contained the embarrassing news that the terms had been reduced by £30m because of nnexpected cost over-runs in BCS, one of Baker's food machinery divisions. The news caused an immediate alide in the Baker price from 405p to 331p and increased speculation that Hollis might be prepared to bdd.

Milford Docks shares suspended

By Mike Smith

SHARES in the treahled Miliford Docks group were suspended at 71p yesterday pending a capital restructus-

ing and reorganisation.

The company said it planned to convert a small proportion of debt into equity and a rights issue would fellow. Shareholders would relow. Shareholders would receive details of the proposals in three to four weeks and an extraordinary general meeting would be convened to approve the plan.

The south Wales company made a loss of £198,000 in the first six months of 1986 following a less of £773,000 for the whole of 1985.

Yesterday its board of directive the woole of 1985.

Yesterday its board of directors said it believed the core activities of the group were capable of considerable development given the enter-

RENTORIL GROUP has paid \$1m for four companies in the US. They are in the main areas of conurbation where the US subsidiary already has well-established operations.

British Aerospace ups its stake in **Systems Designers**

British Aerospace, the mili-tary and civil aircraft group, westerday mounted a "dawn raid" on Systems Designers, a UK computer software producer, taking its total stake in the business to 13 per cent. A further 1.9 per cent is held by the British Aerospace Possion Fund.

BAe had built up a holding of 5.05m shares in SD over the past few days — around 5.2 per cent of the company's equity. But this was added to yesterday morning when Hoare Govett, BAe's stockbrokers, went into the market and acquired a further 8.95m shares at a cost

of 99tp a share. System Designers shares closed at 98p — a 21p gain on the day. At that price, the company is capitalised at £115m. comment on its reason for buy-ing the stake other than to deny that it had any current plans for a full bid or that its move was designed to protect SD against another potential preda-

"We think the company is best remaining independent," commented BAs. However, it did not rule out a future increase in his stake,

System Designers was equally system beingners was equally tight-lipped yesterday. But a meeting between BAe, SD and SD's advisers, Samuel Montagu, is planned for this morning and SD said a statement was libely to be issued afterwards.

The trading overlap between ings per 20p share were 0.69p SD and RAe is small at present, against losses of 4.5p. Group according to analysts. Although turnover fell alightly from SD has links with four of RAe's \$7.54m to \$7.28m.

six divisions, the turnover in-volved is estimated at around film — out of a total in 1936

of perhaps £60m.

nificant role in the development of "Ada" — which is set to become thet standard defence computer language — and analysts reckon that longer-term BAe might account for around 5 per cent of SD's turnover.

A number of the funding directors of SD previously worked together at GEC before setting up their own business in 1969. One suggestion among analysts yesterday was that BAe was treading carefully to avoid

However, SD is playing a sig

alienating key management in a "people" business. SD last month confirmed that it expected pre-lax profits to fall from £7.32m to not less than £4m in 1986. It had previously hopsed to make almost £9m after reporting £3.3m for the first half,

Ladies Pride swings back into profit

Ladies Pride, manufacturer of ladies' fashion outerwear, swung back with pre-tax profits of £76,000 in the year to November 30 1986, compared with losses of £387,000 a year earlier, and losses of £12,547 at the halfway stage.

The final dividend is unchanged at 0.25p net for a same-again total of 0.75p. Stated earnings per 20p share were 0.69p

DIVIDENDS ANNOUNCED

	irrent ment		orres- ording div	Total for year	Total last year	
Ballers	1.5†	May 5	1	2	1.5	
Capital & Counties	4	May 1	2.3	7	4.5**	
Continental & Ind	20	_	15	201	22	
Independent N'papers	8	-	6.67*	12	10*	
Ladies Pride	0.25	_	0.25	0.75	0.75	
Lee Intlint.	1	Apr. 24		_	1.5	
Alfred McAlpine	10.5	Apr. 3	8.7	14.5	12.5	
Metal Bulletin	3.15‡	Apr. 16	2.75	4.8	4.25	
Murray Int. Trust	3,5		3	5	4.5	
NatWest	13.5†	. Apr. 3	26	20.5	28.2	
Stonehill Hldgsint.	nil		3		6	
Trencherwood	4.53	_	3.7	6.15	5.2	
	1.65	Apr. 2	1.4	-	8.25	
US Debenture	4.27	Apr. 2	4.27	6.52	6.52	
						_
Dividends shown pence	per 1	hare net	xcept	MITGLS	OCDELMI	H

stated. *Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ USM tock, § Unquoted stock, ¶ Irish currency. || For seven months to Dec. 1986. ** For mine months to Dec. 1985.

Demerger claims 64% of L and N

By Nildd Tait

Demerger Two, the newly-formed company which is bid-ding £90m for London and Northern, the troubled con-struction, energy and healthcare group, yesterday announced that it owns and has received accept-ances in respect of 63.83 per cent of L and N's shares.

The paper offer has been ex-tended until March 9, but its cash alternative of 81p has been

Yesterday, Mr Peter Earl, a director of Inncorp Earl which director of Ifincorp Earl which is advising Demerger, said he was delighted with the level of acceptances. Within the 63.8 per cent total is the 5.52 per cent stake held by associates of Demerger. These associates have since purchased a further 1.79 per cent stake, not been included in yesterday's figures.

Capital & Counties Capital and Counties, property investor and developer, returned profits of £14.16m pre-tax for the year to December 31 1986 and is paying a dividend of 7p net via a final of 4p.

The profits compare with £9.16m for the nine months to end-December 1985, For that period shareholders

dividends totalling 4.5p. Basic net asset value amounted to 350p (299p): fully diluted the figure was 322p (280p).

During the year, the company was selected as the developer of the shopping centre at Bromley. It also progressed towards the completion of the regional shopping centre at Hanley, and the start of others at Warford and Thurscak at Watford and Thurrock.

Furthermore, the revaluation surplus on the UK investment properties rose by 10 per cent to 22.9m.

Net property income for the 1986 year rose to £17.8m (£11m) and property trading produced profits of £3.55m (£1.56m). Tax accounted for £8,39m

(£2.48m) and left net profits at £10.77m (£6.68m), equal to fully diluted earnings of 13.3p (8.5p). At year-end, shareholders' funds were standing at £269.1m, an increase of 17 per cent over

Capital and Counties' ultimate holding company is LibLife Controlling Corporation (South Africa).

US Debenture's asset value rises to 353.5p

US Debenture Corporation, the £247m investment trust in which the Water Authority Superannuation Fund holds a 12 per cent stake, and which has put forward unitisation pro-posals, yesterday reported an increase in net asset value from 275.8p to 353.5p during 1986.

The pre-tax profit produced by the trust increased from 25.68m to 27.3m, helped by a rise in profits from £98,000 to £775,000 on dealings in investments by subsidiaries—a result, say managers GT, of the recent buil market.

Rank Org

Rank Organisation has had a good start to the present year, Sir Patrick Meaney, chairman, said in his annual statement to shareholders. Trading had con-tinued to be good and an improvement was expected in the profitability of associate interests

AUXIGLASS, French sub-sidiary of Hartons, London-based plastics and distribution group, has acquired Naegelen Distribution of Mulhouse for FFr 9m (£985,000) cash. Directors said that Naegelen would add to Auxiglass's strength in the Paris region and provide an important presence in Eastern

BOARD MEETINGS

TODAY
handens: Eleco, Electron House, Merrivale Moore, Raums.
Megrivale Moore, Rames.
Pinute: BPP Holdings, T. Cowie, Flort
Scottish American Trust, Miss World,
Pitterd Undown Investment, Weter
City of London Properties, Yorkshire
Chemicals.
FUTURE DATES
Interior:
Bryant Holdings Mer 9
Hagges (John) Mer 4
Metignyride Laisure Feb 27
Space Planning Services Mer 2
Star Computer Mar 4
Tor investments Feb 28
Tottenkem Hotspur Feb 27
Trans-Natel Coaf Mar 4
Unigroup
Finals:
AMS Industries Mar 3
Altied Plant Mar 3
BSG International Apr 2
British Assets Treat Feb 26 Chappel Islands and Int Tat Aler 2
Coreb Mar 5
File Indmar Mar 5
Glymwad International Mgr 12
Hall Engineering Mar 24
Heywood Williams Mar 5
John Investments Mar 31
Mount Charlotte Investments Mer 3
New Derien Cil Trest Mar 11
Run Estates Feb 27
Save and Prosper Gold Fund Mar 3
T & S Stores Mer 9
TI Group Mar 5
Trans Kampler and Millhours Mar A

LG. INDEX FT for February 57-1,563 (unchanged) Tel: 01-828 5699

Towards the end of 1986, the trust's holdings in Europe were increased so that around half the portfolio is currently invested in the UK, about 27 per cent in the UK, and 15 per

cent in European securities.
The final dividend is held at 4.27p, making a total of 6.52p 4.27p, making a total of 6.52p (same). The tax charge rises from £1.8m to £2m, and earnings per share are up from 5.47p to 7.48p.

At an extraordinary meeting last month, the Water Authority fund's proposal for

unitisation or some other means of realising the underlying value of the company was passed, as was a second resolution put forward by the board that directors re-examine the future direction of the company. A directors' recommendation is expected shortly and before the annual meeting on March Yesterday, US Debenture Cor-

poration's shares were un-changed at \$58p—a small premium to asset value. amall

SPONSORED SECURITIES

160	118	Ass. Brit. Ind. Ordinary	160		7,3	4.5	8
163	121	Ass. Brit. Ind. CULS	163	-	10.0	6.1	
40	25	Armitage and Rhodes	36	_	4,2	12.0	- 4
80	64	BBB Design Group (USM)	75	- 2	1.4	1.8	18
217	186	Bardon Hill Group	217	-	4.6	2.1	24
100	56	Bray Technologies	100	-	4.3	4.3	11
138	76	CCL Group Ordinary	132		2,9	2.2	- 8
107	88	CCL Group 11pe Conv. Pf	99	-	15.7	15.9	
271	116	Carborundum Ordinary	267	- 1	9.1	3.4	12
93	90	Carborundum 7.5pg Pf	93	-	10.7	11.5	
125	75	George Blair	96	_	3.8	4.3	2
114	67	Ind. Precision Castings	714	_	6.7	6.9	10
176	121	Isls Group	121	_	18.3	-	
124	101	Jackson Group	118	_	6.1	5.1	- 4
377	290	James Burrough	360	_	17.0	4.7	10
100	86	Jemes Surrough Spc Pf	86×d	_	12.9	15.0	
1035	342	Multihouse NV (AmstSE)	716	-	-		37
380	280	Record Ridgwey Ordinary	351	-	-	_	- 6
100	88	Record Ridgway 10pc Pl	83	_	14,1	17.0	
86	87	Robert Jenkins	89	-	_	-	3
	30	Scruttons	58	-	_	_	
150	57	Torday and Carlials	150	+ 1	5.7	3.8	
340	334		324	_	7.9	2.4	- 6
79	42	Unitesk Holdings (SE)	76	+ 2	2,8	3.7	14
129	- 25	Walter Alexander	129	+ 1	6.0	3.8	12
200	190	W. S. Yestes	195	_	17.4	8.9	18
88	87	West Yorks, Ind. Hosp. (USM)	98	_	5.6	6.7	14

Granville & Co. Limited 8 Lovet Lane, London EC3R SEP Telephone 01-621 1212 Member of FIMERA

- 5.6 5.7 14.0 Granville Davies Coleman Limited 27 Lovar Lane, London EC3R SDT Telephone 01-621 1212 Member of the Stock Exchange

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange

Application has been made to the Council of The Stock Exchange for the grant of permission to deal in the whole of the issued and to be issued share capital of JSB Electrical pic in the Unlisted Securities Market. It is emphasised that no application has been made for the ordinary shares to be admitted to listing and that this advertisement does not constitute an invitation to the public



JSB Electrical plc 13:

SHARE CAPITAL

Authorised 1,400,000

11th March, 1987 from --

No. 1 King Street,

issued and now to be issued fully paid 1,050,000

Placing by

HENRY COOKE, LUMSDEN LTD of 1,500,000 fully paid ordinary shares of 20p each at 115p per share

JSB Electrical pic is a specialist designer, manufacturer and distributor of a wide range of emergency lighting systems and fire detection equipment. JSB also produces other general lighting products. Its products are principally manufactured for the commercial and industrial markets and for central and local government, both in the UK and export markets.

A proportion of these ordinary shares has been offered to Capel-Cura Myers, 65 Holborn Viaduct, Particulars relating to the Company are available in the Extel Unlisted Securities Market Service from 25th February, 1987 and copies of such particulars may be obtained during normal business hours on any weekday (Bank Holidays and Saturdays excepted) up to and including

HENRY COOKE, LUMSDEN LTD.

25th February, 1987

City Wall House, 84-90 Chiswell Street, London EC1Y 4TX.

RCO, an industrial cleaning company, is coming to the main market through a placing of shares being sold by three of its institutional investors.

Kleinwort Grieveson, sponsor to the issue, is placing 1.65m shares—just over 16 per cent of RCO's total equity—at 95p a share, valuing the company at

The vendors are three invest-

ment trusts which took their initial stakes at the equivalent

ments and last year started

placing which will capitalise its business at £6m. The company has decided to

go public in order to raise capital to invest in its plant and

production processes, thereby expanding its activities within

Gellaw sells

its stake in

By Raiph Atkins

John Williams

Gellaw Properties has sold

its 122 per cent stake in John Williams of Cardiff, an Iron

manufacturer and steel stockholder. Geliaw, a private company, held 848,028 ordinary shares in

Williams and its decision to

sell follows the sale by the Wyndham Group of 805,082

ordinary shares in the com-pany in November. Mr Brian-Brownhill, the chairman of Wyndham, is also chairman of

Lest February Wyndham made an offer for Williams' shares that was rejected by the company. The offer subsequently lapsed in April.

In the year to September 30 1988, Williams reported pre-tax profit of £380,000 on a turn-over of £11.4m. No final divi-dend was paid.

Shares in Williams yesterday

closed up 1p at 37p.

cleaning factories and offices, priate time, but more recently it has won The vendo contracts at military establishing Techno

of 19p a share in July 1979.

puisti. 52 1881

Registered Office: 12 Sherwood Street, London W1V 7RD 25th February, 1987

Trusthouse Forte PLC.

Greenwell Montagu Securities, Bow Bells House, Bread Street. London EC4M 9EL

Woolgate House, Coleman Street, London EC2P 2HD

RCO heads for market via placing **Placing**

sector, but it compares poorly with the general trend of industrial profits. Nor is there any suggestion in the prospec-tus that matters are about to

any suggestion in the prospec-tus that matters are about to improve; indeed, there is an explicit warning that increased

explicit warning that increased levels of activity are likely to have an adverse effect on profits initially because of start-up costs. The best case for buying the shares appears to rest on the yield, which is handsome next to those of most new issues this size. Yet there are planty of annoxymitize to hetter.

plenty of opportunities to better it with stocks already on the

market: British Gas pays out as much even in its fully-paid

form, and with a fraction of

BPB plans

European

expansion

BPB Industries, Slough-based suppliers of building materials, has reached agreement to acquire plasterboard and gypsum interests in West Germany, the Netherlands, Italy

The deal, subject to approval

by the West German cartel office, has been made with shareholders in Intergrips Holding AG, a Swiss-based building

The Intergrips interests which operate principally under

the name Rigips, have a turn-over of about £100m and in-clude the second largest gypsum company in West Germany.

The value of the offer has

not been discloved nor has the way it will be financed. Completition of the deal is expected in two months.

By Ralph Atkins

materials company.

at £6m

values

By Alice Rawsthorn G. W. Theraton Holdings will

Thornton

emerge as one of the rare hew recruits to the stock market from the industrial sector wen it joins the Unlisted Securities Market next week through a placing

The company is based in Sheffield and is involved in precision forging for the aero-space, medical and mining space, medical and mining spheres. It began life as a cutlery producer, but diversified out of this declining industry in the 1960s, first into zerospace and then into the medical field.

Until recently Thornton was a wholly sweed subsidiary of Bramah, the privately-owned engineering group. It has been demerged, however, in order to develop

however, in order to develop autonomously and to go public thereby enabling it to

embark upon acquisitions.
Thornton has increased both pre-tax profits and turnover consistently for the last five years and produced pre-tax profits of £650,000 or turnover of £9m in the last financial year to September

For the future the company intends to expand its aero-space and medical activities both organically and by acquisition. It also plans to diversify its Tool and Steel Products subsidiary away from its core market, the coal mining industry, into other areas of precision

Thornton will 1.25m shares, or 28.4 per cent LZim shares, or 28.4 per cent of its equity, in the placing through the stockbrokers, Laurence Prust. After the placing it will be valued at around \$6m. The shares should be priced at between 130p and 145p, putting them on an historic p/e of 11.1 to 12.1. All the capital raised by the issue will be ploughed by the issue will be ploughed back into the company.

Yearlings

The interest rate for this week's issue of local authority bonds is 10; per cent, down is of a percentage point from last week, and compares with Ili per cent a year ago. The bonds are issued at par and are redeemable on March 2

Post flotation tonic as Lee International doubles

doubled its pre-tax profits from £2.3m to £4.23m in the six months to November 30 1986, and the directors said the results achieved since the com-

with directors' expectations. A broader base of activities had already been established with manufacturing substantially increasing its overall contribu-tion from £434,000 to £1.72m. Turnover from that division climbed from £5.04m to

after interest charges down from £513,000 to £497,000. Tax took £1.48m (£802,000). An interim dividend of 1p net will be paid.

pany's flotation last April, had been very encouraging.

The group—it manufactures and rents lighting equipment—said current trading was in line machinery. The group will continuously the policy of improvemachinery. The group will con-tinue with the policy of improv-ing facilities in order to maintain its leading position in the market it serves.

manufacturing has occurred and proved profitable; the company was able to take a slow year for British film production on the chin, thanks to the strength of its TV and commercial work. Rental income looks faster overseas, manufacturing obviously has a lot more growth to show, and the prospect of more orders from the nascent Chinese TV industry and a Comment

Adverse press comment meant that the light that shone on Lee when it joined the market are industry and a growing market for architectural lighting provide the icing on the cake. For the full year, pre-tax profits seem little profits the profits of the cake. pre-tax profits seem likely to hit £10m which seems to make climbed from £5.04m to that the light that shone on Lee pre-tax profits seem likely to when it joined the market was hit £10m which seems to make fairly murky; but these results the shares, at 207p up 5p, seem studies was up from £1.94m to stand up to the harshest spottive p/e of 15.

Independent Newspapers up 31%

Independent Newspapers, the day reported a 31 per cent rise and outdoor advertising conin pre-tax profits to 128.05m cerns in the UK, France, West (25.76m) for the year to Decem-Germany, Mexico and Australia, for further to the provided in the ball provided in the bal ber 26, 1986, on turnover of

Earnings per share were 23.06p, up 58 per cent from last year's post-bonus share issue adjusted figure of 14.6p. The directors recommended a final dividend of 8p per share to give a rise in total dividend to 12p. Mr John Meagher, executive deputy chairman, said Indepen-dent, like an increasing number of Irish companies confronted with a depressed domestic

Germany, Mexico and Australia, taking a 76 per cent share of bus and tram advertising in the It expected worthwhile con-

tributions this year from its acquisitions last December of Greater London and Essex Newspapers with seven paid and free weeklies, and Presse Edition La Boetie, which raised Independent's outdoor publicity faces in France to 16,000. The completion of the sale of its commercial radio interests

The company reported im- of the balance sheet, the com-

This gave the funds to look for further acquisitions, Mr Meagher said. He mentioned a possible return to the US market through publishing or outdoor advertising and further expansion into the UK provin-cial press

At home, there were no expansion plans. Talks with the unions on the replacement of the hot metal presses still in operation on its main titles in Dublin—The Irish Independent, Sunday Independent and Evening Beraid — were still going on. The company was seeking a 25 per cent cut in the 1.000-strong workforce and economy, relied on its overseas in California, the disposal of going on. The company was operations for a substantial and its remaining shareholding in seeking a 25 per cent cut in increasing proportion of its Reuters and record retained profits, though he declined to profits of 1£5.7m resulted in a greement on operation of new give details of the breakdown.

Stonehill loss rises to £1.35m

Stonehill Holdings reported interim pre-tax losses much increased from £58,000 to £1.35m and the interim dividend has been passed. Mr Phillip Steinberg, chairman, blamed the furniture makers' reorganisa-tion which incurred exceptional resulted in a substantial loss of production,

Turnover for the company. which is based in north London, fell to £6m (£8.27m) in the 28 the closing of three factories, weeks to October 19 1986. The moving major plant, buying new loss per share came out at plant and equipment, reinstate- last time.

21.81p (1.79p). Mr Steinberg added that the present order book was the highest for three years for the time of year and there was a high level of overtime being worked, "We look forward to the year 1987-88 confident that there will be a material improvement in our trading

results." The reorganisation included goods warehouse.

The trading loss came out at £813,000, against a profit last time of £113,000. The comparatives originally were for 32 weeks to November 10 and have been restated for 28 weeks.

Depreciation took £183,000 (£171,000). There was a tax credit this time of £181,000, leaving the attributable loss at £1.17m compared with £58,000

This advertisement complies with the requirements of the Council of The Stock Exchange.

for dealing with country houses 1.7m are being placed, for dealing with country houses 1.7m are being issued by the and estates.

The joint chairmen of the proceeds will be used to repay

company, Mr George Pope and a bank overdraft and to Mr Ian Homersham, joined the increase working capital. John D. Wood partnership in Another 300,000 shares are 1970 on the London residential being sold by Mr Pope and side of the business and became 300,000 by Mr Homersham.

Turnover has risen from Trust (500,000 shares) and villed the contract cleaning £7.3m in 1982 to £14.4m in the Bishopsgate Nominees (for sector, but it compares poorly 53 weeks to October 3 last year Electra Investment Trust) with the general trend of while pre-tax profits have risen (400,000 shares). Another industrial profits. Nor is there from £863,000 to £1.33m.

150,000 shares are being issued any suggestion in the prospect

The attractions of RCO's flota-

tion may be manifest to the vendors, who will realise a 400 per cent gain on their initial

cut. RCO's compound annual profits growth rate of 11 per cent is commendable in the face of the well-documented

Almost all the capital raised by the placing will be channelled into the company. Mr David Smith, the chairman and managing director, said that the placing was perceived as a way of raising this additional work-

The prospectus shows pre-tax

profits rising from £267,000 in 1984 to £756,000 in the year to April 1986. The company is coming to the market on a

profits forecast of not less than for the current year,

putting the shares on a prospec-tive price/earnings multiple of

comment

The company is being floated by the company to cover the control of 11.57 and on a prospective gross yield of 5.79 per control of 11.57 and 01.57 and 01.5

The vendors are The Fleming Technology Investment cent is commendable in the Trust (600,000 shares), The face of the well-documented difficulties which have bede-

JSB Electrical makes debut with £6m tag

ISB Electrical, which manufactures and distributes emerlighting and in the relatively
gency lighting and fire-detection
equipment, is joining the Unlisted Securities Market in a
placing which will capitalise its

Almost all the capital raised
in gaptial and of enhancing the
company's prestige within its
company's prestige within its
gaptial and of enhancing the
company's prestige within its
gaptial and of enhancing the
company's prestige within its
gaptial and of enhancing the
company's prestige within its
gaptial and of enhancing the
gaptial and of enhancing the
company's prestige within its
gaptial and of enhancing the
gaptial and of enha

J. Wood places 2.3m

shares at 144p each

JOHN D. WOOD, the up-market partners in 1975.

placing which will give it a market capitalisation of £11.1m.

chant bank, has arranged a placing of 2.3m shares—just under 30 per cent of the enlarged equity—at 144p a share. Stockbroker to the issue is Phillips and Drew.

John D. Wood specialises m

residential and agricultural property in London and the south-east. It was founded in 1872 and built up a reputation

and estates.
The joint chairmen of the company, Mr George Pope and Mr Ian Homersham, joined the

estate agent which last month unveiled its plans for a quotation on the USM, yesterday published the prospectus for a mer pariners of Mr Pope and placing which will give it a Mr Homersham, and there will be no ownership links between

narket capitalisation of \$11.1m. be no ownership links between Baring Brothers, the mer- the two businesses.

rano of 11.57 and on a prospec-tive gross yield of 5.79 per cent. RCO acknowledges that the office cleaning market has suffered from intense power competition since 1983 but it expects to win new contracts in this market.

RCO provides contract These institutions were given per cent gain on their insuate cleaning services throughout an indication that a listing investment, but to would be fought at an appropure purchasers they are less clear purchasers they are less clear and appropulations. These institutions were given



Trusthouse Forte PLC

£85,000,000 101/4 per cent. Notes Due 1992

41,225,000 Warrants to procure the subscription of Ordinary Shares of Trusthouse Forte PLC

> Issue price of the Notes with Warrants: 119 per cent. of the principal amount of the Notes

The following have agreed to subscribe or procure subscribers for the Notes and the Warrants:

Samuel Montagu & Co. Limited

Morgan Grenfeli & Co. Limited Union Bank of Switzerland (Securities) Limited

Morgan Guaranty Ltd S.G. Warburg Securities

Algemene Bank Nederland N.V. **Banque Paribas Capital Markets Limited** Commerzbank Aktiengesellschaft **Credit Suisse First Boston Limited** Morgan Stanley International Shearson Lehman Brothers International

Banque Bruxelles Lambert S.A. Chase Investment Bank County NatWest Capital Markets Limited Deutsche Bank Capital Markets Limited J. Henry Schroder Wagg & Co. Limited Société Générale

Swiss Bank Corporation International Limited Yamaichi International (Europe) Limited Application has been made to the Council of The Stock Exchange for the Notes and the Warrants to be admitted separately to the Official List.

Interest on the Notes will be payable annually in arrear commencing 10th March, 1988. Particulars relating to Trusthouse Forte PLC, the Notes and the Warrants are available in The Extel Statistical Service. Copies of the Listing Particulars may be obtained during usual business hours up to and including 27th February, 1987 from the Company Announcements Office of The Stock Exchange and, up to and including 11th March, 1987, from the addresses shown below:

The Chase Manhattan Bank N.A.,



£681 million acquisition

of

Safeway Food Stores Limited

We initiated the transaction and acted as lead-advisers to Argyli Group PLC.

We also jointly underwrote a placing of £621 million of new Argyll equity

and

underwrote a loan and debt obligation facility of £100 million.



SAMUEL MONTAGU & CO. LIMITED

114 Old Broad Street, London EC2P 2HY Telephone: 01-588 6464 Telex: 887213

February 1987

US helps McAlpine reach £26m

pre-tax with most of the im-

The directors said yesterday that McAlpine was continuing to expand and diversify and that they were hopeful all div-sions would make further progress in the current year.

They pointed out, however, that because group activities were almost entirely confined to the UK and the eastern seaboard of the US, both subject

Continental & Industrial

Trust, an investment trust company recently taken over by transatiantic Insurance Hold-

ings, itself an offshoot of Liberty Life Association of

Africa, had a net asset value of 868.2p per 25p share at December 31 1986 compared with 899.2p at May 31 1986.

Net revenue for the seven

amounted to £3.36m (£3.95m

for year to May 1986) after tax

of £2.39m (£1.93m), Earnings

totalled 19.68p (23.08p) per

Administration expenses of £1.47m (£459,000) included £275,000 bid defence costs

to

end-December

Contl. & Ind.

compared to those for the full year.

It was also noted that with the group's growing interests in the US results from there would reflect the strength or weakness not asset value per share was is finally beginning to motor.

gainst a previous £14.24m. They were confident in the There were minority credits group's US future and pointed

Directors said the bright spots included the continued buoyancy of Futures and Options World, the success of the Fast Track daily news service and the continuation of the acquisition and diversification specification and diversification are false 000.

Pre-tax profits

Post-tax profits

Total assets

*adjusted for the rights issue

Earnings per share*

Ordinary dividend per share*

Metal Bulletin up 21%

Metal Bulletin reported a 21 The shares are traded on the per cent increase in pre-tax Unlisted Securities Market. profits or 1986 and the shares rose 16p to 136p. Accord purchase

Turnover rose to \$6.78m Initial consideration will be (£6.18m), giving pre-tax profits of £1.24m (£1.03m). Earnings per 10p came out at 9p (6.83p) of 33.333 new ordinary shares in and the directors are proposing a final payment of 3.15p (2.75p) £56,000 will become payable in making a total of 4.8p (4.25p). March 1988.

£1,011 m

£83.3bn

National Westminster Bank PLC All be available from 31 st March on application to the Secretary, 41 Lothbury, London, EC2P 28P

£804m

£450m

£72.6bn

1986 NatWest Results

For outstanding results,

press for action

Alfred McAlpine, the conto severe winter conditions, the of £75,000 (debits £394,000) and out that since year-end Blytin struction, minerals and homes results in the first half of an extraordinary credit of Industries a medium-sized congroup, increased its 1985-86 future years were likely to be £14.85m which arose on the disstruction company, had been profits by £3.09m to £26.14m disproportionately small when posal of the South African acquired, As a result, McAlpine's

or the dollar against the pound.

For the year to October 31
1986, group turnover pushed ahead from £393.08m to £480.4m.

Tax took £226,000 less at £8.58m and left net profits at £17.58m, against a previous £14.24m.

There were minority conditions to motor along smoothly. In the US it has developed a minoritar profile by ploughing the £19m proceeds from the South African disposal into American gravel pits, concrete and contracting.

There were minority conditions the conditions are confident in the conditions are confident in the conditions. £4.23m in 1985-86, against £1.7m previously. At home, housebuilding (up to £6.5m from £4.6m) is beginning to show some style. Average selling prices are up as the company shifts its emphasis southwards and the quality of the land bank and divisional management has improved. Even minerals made up some of the £4m gap left by the departed South African coal mine, reaching £5.3m compared with £7.7m. With property also now in profit (£1.1m against a loss of £400,000), the group can look to solid progress across its four key sectors and may just reach £30m this year. The shares almost doubled from the 250p region following the severing of the laager connection. However, there is still some modest unside given that a prospective multiple of 9 on 514p looks to be a point short of full justice.

AAH steps out on the bid trail again

By Ralph Atkins

AAH Holdings, distributor of pharmaceutical supplies and fuel, yesterday announced an agreed offer worth £1.61m for Ayrton Saunders, an arquoted wholesale pharmaceutical distributor.

Ayrton Saunders manufactures pharmaceutical products for home and export markets and trades as a wholesale chemist, mainly in the north west and Midlands.

west and Midlands. In the 53 weeks ending February 28 1986 it made a less before tax and extraordinary items of £85,000 on a turnover of £25,38m. Net assets were valued at £2.24m. AAH, Britain's biggest distributor of pharmaceutical products, is offering Ayrton Saunders shareholders either shares or cash. Acceptances so far represent 58.5 per cent of

shares or cash. Acceptances so far represent 58.5 per cent of voting shares.

AAH shares closed last night up 18p at 318p.
In March 1985 AAH, which is based in Lincoln, acquired Vestric, 2 wholesaling subsidiary of Glaxo, for £15m. Later that year it bought two contract manufacturers of soap and tolletries for £8.1m from IG Manufacturing.

BSR lifts stake in EIS to 50%

By Nikki Tak BSR INTERNATIONAL, the Hong Kong-based electronics group, has increased its stake in Electronic Information

Systems, a local marketing company for certain display and sign technologies, from 20 and sign technologies, from 20 to 50 per cent.

EIS was formed around 15 months ago, and the remaining 80 per cent of the shares were previously held by Energy Research Group, an Australian company quoted in Perth in which BSR itself holds around 4 per cent of the shares. EIS has the worldwide manufacturing and marketing rights to the ERG display technologies and other sign technologies. ERG will continue to hold the remaining 56 per cent of EIS.

BSR said yesterday that the increased stake followed an agreement made when the company was set up. BSR

company was set up. BSR itself, together with its wholly-swned subsidiary Asies Interewied subsidiary Astee inter-national is transferring all rights to the patent applica-tions—including manufactur-ing, supply and marketing rights—of a technology which, it says, enhances the EIS liquid cell product ranges. the manufacturing, supply and world marketing rights to the liquid cell technology.

Bullers on target with profits rising to £0.86m

Products, yesterday reported pre-tax profits of £855,000 for the year to December 1986 compared with a restated £586,000 the year before.

The figures are in line with the forecast made in December when Bullers acquired Ingram Fine Arts and its subsidiary, Piper Graphics. These com-panies have been included in the figures on a merger accounting basis, contributing £210,000 (£79,000) to the pre-tax figures.
Turnover fell from £10.754m
to £9.353m because of the dis-

on the disposal of this business helped produce extraordinary losses for the year of £446,000.

Operating profits rose from £551,000 to £639,000, but the gain was accelerated at the pre-tax level by the inclusion of selective financial assistance from the Industry Department for Scotland of £260,000 (£41,000). Interest payable came to £44,000 (£6,000).

BULLERS, the consumer pro-ducts group which have evolved porcelain and ceramic refractory out of the former AI Industrial maker, in June 1986. A write-oil in trading profits resulting from The directors are recommend.

ing a final dividend of L5p as forecast, making 2p for the year Bullers says that acquisitions

and disposals during the year underlined its commitment to expansion in the high-value consumer products area. Further acquisitions are expected in the current year, particularly in the area of fine art and giftware. Bullers says that Government grants are unlikely to run at similar levels in the current of £232,000 (£60,000).

Murray trusts show growth

After decreased tax charges of £3m (£3.4m), earnings per share worked through at 5.14p

at total of 5p (4.5p) for the year, a linear total revenue before tax amounted to an unchanged £9m. After decreased tax charges of the search of the year to for the year.

The directors are the year to for the year.

The directors are the year to for the year to for the year to for the year to for the year.

The directors are the year to for the year to for the year to for the year to for the year.

The directors are the year to for the year.

The directors are the year to for the year to for the year to for the year to for the year.

The directors are the year to for the year to for the year to for the year to for the year.

The directors are the year to for th

pany during the half year inthe equity markets of North share Trust America, the UK and the Far 2.99p.

Murray International Trust, an investment trust, lifted net asset value per 25p ordinary and B share up to asset value per 25p ordinary and B shares from 178.5p to compared with 155.6p a year 216.7p in the year to December that a final dividend of not less that a final dividend pean markets.

They reported that the out-look for the UK market, which comprised about 80 per cent of the current portfolio, appeared bright in the short term.

Revenue before tax came to pany during the half year in-cluded increased investment in £1m (£933,000), earnings per the equity markets of North share emerged up 0.49p at

United Packaging hits overseas

of offsetting progress made in the UK by United Packaging in the six months to October 31

Group pre-tax profit fel from \$468,000 to \$407,000 on turn-over that moved ahead from

margins had been maintained through sales of machinery manufactured by the company and the growth in this activity would lead to improved margins,

TRADING problems in Bots from £187,000 to £105,000 on from 5.48p last time. Earnings wana and Italy, coupled with a higher-than-normal tax provision in Zimbabwe, had the effect margins had been maintained. The interim provided of the control of t lifted 1.4p to 1.65p.

R. H. Morley

The premises in Curtain

Road, London, has been sold

and the consequent profit after
tax of £124,000 had been shown

B. H. Morley Group chairman
Mr E. H. Khan and commercial
director Mr E. Egglenton have
sold 15,000 and 10,000 shares £4.7m to £5m. Frofit shown in the UK by this USM-quoted holding company for packaged goods moved ahead slightly from £281,000 to £302,000 on ally unchanged at £214,000 after turnover up to £3.6m (£3.4m). Which earnings per share overseas, however, profit fell worked through at £4.8p—down actions took place on Monday.

Wm Jackson profits doubled to £1.4m

William Jackson & Son, a profit of \$2.8m on turnover of baker, meat processor and £165m.
operator of discount stores and The company had a group operator of discount stores and operator of discount stores and food markets, turned in pre-tax trading profit of £1.4m (£1m) profit up from £772,000 to £1.4m and related companies conturnover down from £81m tributed £125,000 (£30,000). In-

to £78.9m for the six months to terest payments amounted to October 25 1986.

The directors expected that totalled £543,000 (£368,000). Exthe results for the full year traordinary credits were down would show an increase over from £74,000 to £7,000. Earn-those for the year to April 26 ings per share worked through 1986 when Jackson reported at 37.6p (17.43p).

prised surplus on sales of properties £28,000 (£74,000) and closure and reorganisation costs—£33,000 (nil).

Bridon sale

Bridon is selling its Bridon for £400,000. The Runcorn-based company makes high perform-ance pultruded composite

JOHN D WOOD & CO

This Advertisement is issued in compliance with the requirements of the Council of The Stock Exchange. It does not constitute an invitation to any person to subscribe for or purchase any shares.

Application has been made to the Council of The Stock Exchange for the grant of permission to deal in the whole of the share capital of the Company, issued and now being issued, in the Unlisted Securities Market. It is emphasised that no application has been made for these securities to be admitted to listing.

Dealings in the shares of John D Wood & Co. PLC are expected to commence on 4th March, 1987.

JOHN D WOOD & CO. PLC

(Registered in England under the Companies Act 1985 No. 2058707)

Placing by

Baring Brothers & Co., Limited

of 2,305,000 Ordinary shares of 10p each at 144p per share payable in full on application

SHARE CAPITAL

Authorised

in Ordinary shares of 10p each

Issued and to be issued fully paid £770,500

The Ordinary shares now being placed will rank in full for all dividends hereafter declared or paid in respect of the Ordinary share capital of John D Wood & Co. PLC.

The Company is an estate agency specialising in residential and agricultural property with coverage extending over London and the South of England.

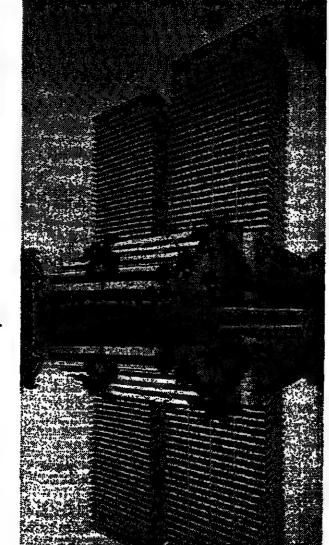
Phillips & Drew Limited, the broker to the issue, has placed 1,728,750 shares with its clients and 576,250 shares with Scrimgeour Vickers & Co. Limited for distribution to its clients.

Particulars of the Company are available in the Extel Unlisted Securities Market Service and copies of such particulars may be obtained during usual business hours on any weekday (Saturdays and Public Holidays excepted) up to and including 18th March, 1987 from:—

Baring Brothers & Co., Limited 8 Bishopsgate, London EC2N 4AE

Phillips & Drew Limited, 120 Moorgate, London EC2M 6XP

24th February, 1987.

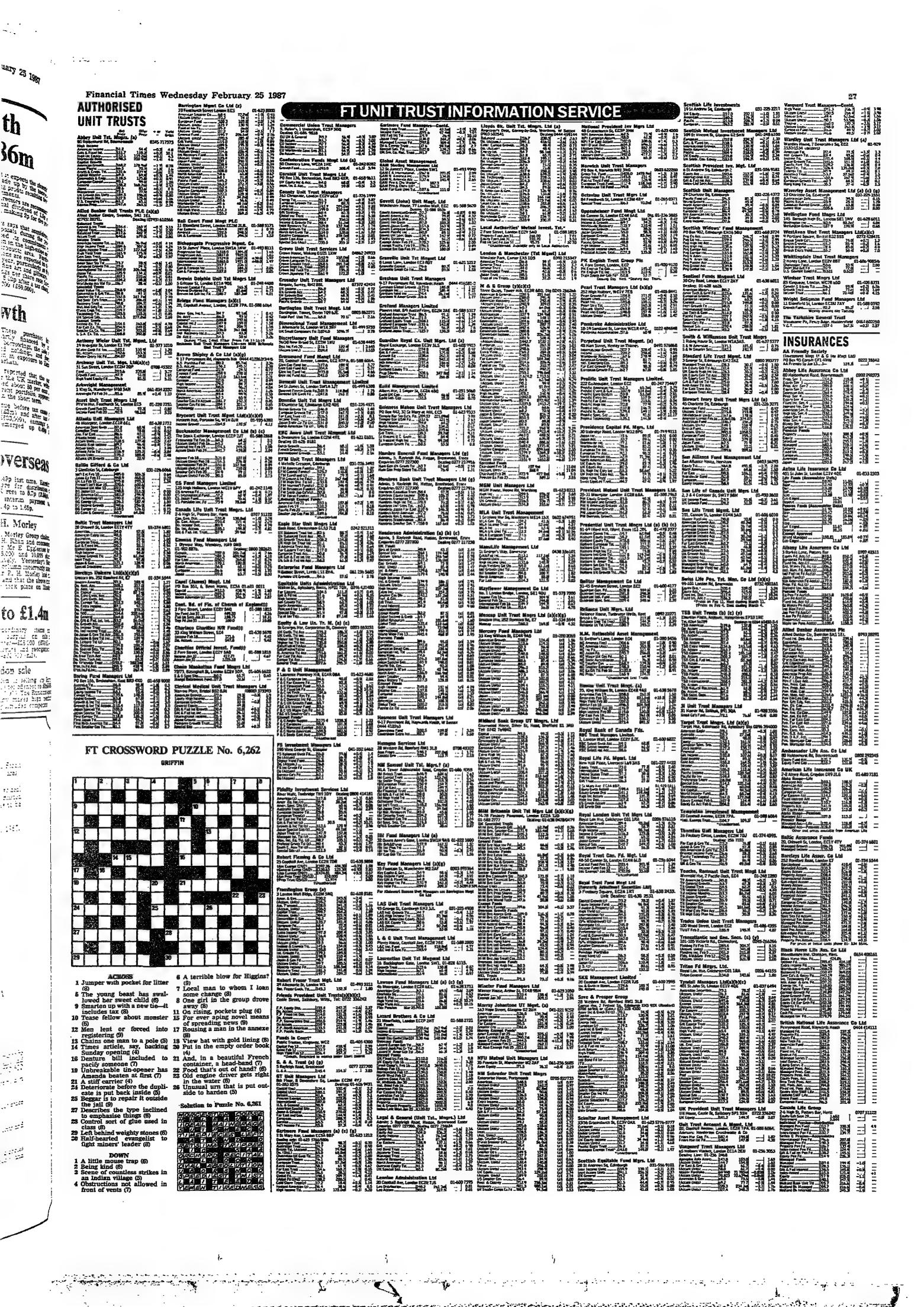


More.

Much more than you've ever seen in Palm Beach.

Trump Plaza offers more of everything. More views: from your terrace you look down on the ocean shore, Lake Worth and the celebrated Palm Beach Yacht Club nearby More sun: there's a morning pool and an afternoon pool and two spacious, terraced and landscaped sun decks. More service: the extraordinary professional staff is always at the ready to make your life continuously pleasant. More comfort and luxury: from the regal lobby to the health club to your home's expansive layout, there's more here than you've ever seen in Palm Beach before. Discover Trump Plaza, where Palm Beach comes to life.

TRUMP PLAZA OF THE PALM BEACHES
927 South Flegler Drive, West Palm Beach, Florida 33-401 - 200-833-0258 (In Florida cell 305-457-2975)



Pinancial Times Wednesday February 25 1987 28 0306 887766 -02 --02 -+03 --03 --03 -+02 -+02 -+02 -100 C 164.6 116.2 106.5 103.9 2017 10 27 1 WC28 6RF 1107.2 113.9 EasterMac. 1985.1 192.48

Equitable Life Assurance Society
4 Coleman Street, Looden ECR SAP
Far Extern 198.4 198.3
Far Extern 198.4 198.3
Far In Test 154.3 162.4
High increes 197.3 162.3
High increes 197.3 160.3
High increes 197.4 198.3
High increes 197.4 197.4
High increes 197.4 197.4
High increes 197.4 197.4
High increes 197.4 197.4
February +0.05 +0.05 +0.05 -0.05 +30 +29 +15 -19 +33 +33 112.7 1122.0 112.0 113.0 114.1 115.0 53.00 32.65 17.55 17.55 65.00 Edinburgh Life Assurance to S4, Edinburgh 547 4114 \$\$\$\$\$\$\$\$\$\$\$\$\$ Da Access E. Life Ass Exterprise House, Persymous America. 253. CCM Vangaard Hoge 1544. Early 1534. Early 1534. Early 1534. Far Easters Growth 124. Far Easters Growth 126. Far Easters Growth 126. Far Easters Growth 127. Far Easters Growth 128. | London & Manchester Group | Honoration of Stanchester of Stanch u (z) 84 147404798 1 19647 9797799 13 猎 220 4 133 2 187 4 192 8 193 8 193 8 193 8 193 8 193 9 116 7 219 9 95 G Emergy Prof. 1982.

Emergy Florid Int Follow 22.1

Everyor Enally Follow 20.1

Everyor Enally Follow 20.1

Everyor Enally Follow 20.1

Everyor Enally Follow 20.1

Exercity Enally Follow 20.1

Exercity Florid Follow 20.1

Exercity Florid Follow 20.1

Exercity Enall Follow 20.1

Anner Bord Lacel 20.1

Anner Bord Lacel 27.5

Anner Soul Ro Di Lacel 27.5

English Bord Lacel 27.5

English Bord Lacel 27.5

Egypty Bord Lacel 27.4

English Bord Lacel 27.4

English Bord Lacel 27.4

English Bord Lacel 27.4

Index Licher Gibilitacol 27.1

Index Bord Lacel 27.1

Index Bord ar East (2) Assiration Persion | 177.8 |
CCM Varguard Persion | 157.8 |
CCM Varguard Persion | 157.8 |
CCM Varguard Persion | 158.4 |
CCM Varguard Persion | 158.2 |
CCM Varguard Persion | 158.3 |
CCM Varguard Persion | 158.3 |
CCM Varguard Persion | 158.5 |
CC nent Fusis 229.5 287.3 167.3 167.3 167.3 1681.3 2681.0 2681.0 167.5 157.4 266.8 1133.5 123.4 133.5 123.4 133.5 13 European Pension Fund. 270.2 221.9

IMM Samuel Life Assue. Life

NLA Tower, Addiscombe Rd, Cropton

Security Fund (2) 279.4

British Fund (2) 299.6

British Fund (2) 299.9

January Company C 21372 Enterport Prop Fd Mar. | 1401 |
Enterport Prop Fd Mar. | 176.0 |
Enterport Fd Fd Mar. | 177.6 |
Enterport Fd Fd Mar. | 177.6 |
Enterport Fd Mar. | 177.2 |
Enterport Fd Ma क् इस्ट्री स्ट्राइन क 開源 1990 198 198 1989 Secretish Assistable lawer
150 St Vingent Bt, Edespoor
Early SALS
Fired Ingrest 1925
Property 1925
Capt 19 ent Ltd व क्षेत्रक क्षेत्रक व **医型型性** 01-223 7500 | Secretary | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 1997 | 19 Do: Access Expensed Find, Inst., Inst., Do. Access Expensed Inst., Inst., Do. Accessor. Do. Accessor. *0.0 *0.7 *0.1 | Color | Colo Da. Accom. 554.

De. Accom. 575.

Da. Accom. 571.

Da. Accom. 571.

Da. Accom. 575.

Da. Accom. 137.

Da. Accom. 137.

Da. Accom. 147.

Da. Ac porter parties parties parties parties 300 4 370 7 241 7 131 9 137 8 117 8 117 8 Purs Mitge Rates Steer Fel 1977.5

Imperial Life (UKC) Ltdl
Landon Road, Gloncester, GL1 St.E.

Imperial Investment Furtfalls

Manuscrift 1 107.3

St. Coper Fel 107.3

St. Coper Fel 107.3

St. Coper Fel 107.3

However Fel | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170.2 | 170. 501 - 201 - Sizaler Co. 1881.2 1974 104.4 105.2 104.4 105.2 104.4 105.4 Sage 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 | 1892 111.8 114.5 119.5 119.9 111.4 111.4 151.8 165.8 169.7 317.04 0732 e50161 Bernarshire Life

Sevanshire Life

72 Glassboure St., WIR SRG
Manayer 172 S

World Growth 1,32 S

UR Castly 131 3

UR Small Companies 127 1

Europe 2 107 7

For Castern 107 7

For Castern 109 3

Nin American 109 3

Incod Inferent 109 3

Interest 109 3

Financial Times Wednesday February 25 1987 | 1. Henry Schroder Wage & Co Line | 120 Cheepside, London EC2 | 120 Cheepside, London INSURANCE, OVERSEAS & MONEY FUNDS

| Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Comparison | Compari INSURANCE, OVERSEAS & MONEY FUNDS | Comparison | Com Teachers' Assurance Company Ltd.

Teachers' Assurance Company Ltd.

Verbruck Ltd. Assurance Company Comp the Asser to Mean (127) Trident Life Assurance Ce Ltd Leader Road, Gloucester Tricent LTA Assurance (
Landon Real, Glowceter OFFSHORE AND **OVERSEAS** | Standard Bank From Managers | 119 Carrier St | 129 Carr Address to SASS | Standard Chartered 9ff | Money Mixt Fund | S17.38 | S17 Money Market Cap & 10t. PM
Tyaddil Assurance/Pressions
400 St. John Street, Lordon, ECTV 40g.
3-Wey Street, Tables Fried

On Productial-Bache Capital Funding (Empirica) List.
On Productial Back Accounts

And All Federal List.

Bank Accounts Adam & Co. pic Gross Net CAR Int C Coronan Cloba In. 1223

UK Life Assertance Co 1.00
Lunghare History Dr. 1994
Lunghare History Dr. 1994
Linghare History Dr. 1994
Linghare Life History Dr. 1994
Linghare Life History Dr. 1994
Linghare Life History Dr. 1994
Linghare Proceedings Dr. 1994
Langhare Procedings Dr. 1994
Langhare Witer Standard McMA

History Dr. 1994
Langhare Witer Standard McMA

Langhare Witer Standard McMA Target International Management (Jersey)

Articles Name

Articles Target International Mangi Ltd Number 100 Nu | Company | Comp

والمراجع والمحيش والمراجع

bruary 25 lan The state of the s

THE REAL PROPERTY OF

The state of the s

Phas Trans

ا المحدد الم المحدد المحد

The Control of the Co

ANTONIA STATE

n negative proposal p

uningaringangangangangangka kantababbabbababa

and in the state of the state o

Carles and

993 (1

90000 90000

10 Control (10 Con

AND THE PARTY OF T

A SHEET OF THE SECOND STATE OF THE SECOND STAT

Close Prev 124.65 122.80 126.15 124.55 126.75 125.80 127.30 126.20

PLATINUM 50 tray oz, \$/tray oz

CHICAGO

Iron ore producer wins Japanese price deal

group, has made a breakthrough in iron ore price talks with considerably since the steel Japanese steelmakers, following companies are believed to have a joint appeal for mercy the been seeking reductions of 10 a joint appeal for mercy the company made earlier this month in co-operation with four of the world's other leading ore exporters.

The big five ore companies asked for a multilateral meeting to discuss the future of the tories to the joint appeal letter iron and steel industries, in a move which followed weeks of unsuccessful price negotiations. A similar appeal went to Euro-fer, the EEC steelmakers' representative body.

Yesterday, BHP said Mt Newman Iron Ore, its subsidiary, had agreed a 3 per cent price cut with the Japanese for

CRUDE OIL prices came under renewed pressure yesterday as traders and oil companies assessed the latest efforts of Ministers from the Organisation of Petroleum Properties Countries to main.

Exporting Countries to main-tain discipline among mem-

bers.
On the New York Mercantile Exchange oil prices tell in early business as a result of heavy selling by so called "Wall Street refiners." By mid-day the price of light crude for May delivery had fallen 37 cents to \$16.60 per heavet.

Traders reported a general essimism and uncertainty as

to whether Opec members would be able to resist cutting

US may offer Moscow more

cheap grain

expectedly

By Nancy Dunne in Washington

SOVIET AND US agricultural officials met for a second day in Washington yesterday for

their regular semi-annual grain consultations, amid speculation that the US may once again offer the Soviets subsidised

American grain market after a

half year's absence to buy

between 1 and 2m tonnes of

maize. Some traders see the

purchase as "a goodwill ges-ture" and an indication of more

business to come if the American price is right,

Under a long term grain agreement between the two superpowers, Moscow had pro-mised to buy 9m tonnes of US

grain each year—im wheat, im maize and im soyabeans.

Until recently, however, the

Soviets have maintained that they are not obliged to buy this

year because US prices are too high.

vice president of the National Corn Growers' Association, said the Reagan Administration may

well once again offer Moscow

subsidised grain, under the US export enhancement programme

(EEP).

"They could pick up 8m tonnes of exports if they do," he said, adding it would be "a very savvy move" in the mid-

west with the Iowa Presidential caucuses 11 months away and

Iowa, the largest maize pro-

BY QUENTIN PEEL IN BRUSSELS

EEC AGRICULTURE Ministers

yesterday failed to finalise the

sweeping measures they agreed in principle last December to

Mr Michael Hall, executive

succeeded in limiting the cut

per cent.
Each exporter sets its own prices with Japanese and other buyers, including EEC companies. But BHP's deal is likely — Hamersley Iron, a subsidiary of the Australian group CRA, CVRD and MBR of Brazil, and Sweden's LKAB. Mr Gordon Freeman, chief executive of BHP Iron Ore, said he expected the settlement to be seen as fair and reasonable by other emplies in Australia and elecsuppliers in Australia and else-

Mr Freeman said the Japanese

prices in the face of a per-sistent shortfall of demand, while large stock levels con-

tinue to overhang the market.
In Europe, traders reported
that the market remained
weak although refiners had

shown some renewed interest in buying at the recently depressed price levels. The price of Brent crude was \$16.40 at the end of

yesterday's trading compared with \$16.925 on Monday. Brent crude is now \$2.50 below its level at the beginning of the year after

the December meeting of Opec in Geneva,

an agreement to cut Opec production to 15.8m berrels

That meeting ended with

The court yesterday rejected tion.

the ITC's suggestion that its

April 28, and that the ITC's grounds for striking-out should form its defence to the

would seriously prejudice it because the application could be

deferred for more than a year. On April 28 Maclaine will ask

the court to appoint a receiver of an ITC asset represented by its alleged right to claim con-

tributions from, or be indemni-fied by, its 22 member states in

Maclaine has obtained an arbitration award and court judgment in respect of £6m owed it by the ITC. The com-

a fierce attack on the European

Commission's proposals in the early hours of the morning. He

financial means" to ward off

any discrimination against West German farmers, raising fears that Bonn might once again use

its veto if the voting goes against

respect of its debts.

apolication

Court rejects Tin Council

move to postpone hearing

MACLAINE WATSON, a Lon- from English legal proceedings

don Metal Exchange trader, has to enforce the award.

defeated an attempt to prement its move to have the High brought against it, the ITC Court appoint a receiver of an asset of the insolvent International Tin Council.

The court appoint a receiver of an asset of the insolvent International Tin Council.

Which the court has no jurisdictive to enforce the award.

As in other court cases brought against it, the ITC argues that it is an international body created under treaty over which the court has no jurisdictive to enforce the award.

the ITC's suggestion that its During argument yesterday, application to strike-out Mr Mark Littman, QC, for Maclaine Watson's claim should Maclaine, said that there was no

take priority.

Mr Justice Milett said that member states would refuse to

Maciaine should have the first pay its debts.

say at the hearing fixed for "There is some evidence that

The ITC had proposed that Maclaine had fresh evidence showing that the ITC's buffer stock manager had acted with postponed until the striking-out ples, and may appeal resulting from it, had been dealt with.

Maclaine protested the striking out the approval, and on the authority and instruction of the ITC representing the mamber.

owed it by the ITC. The company contends that, under the
1972 International Tin Council
(Immunities and Privileges)
Order, the ITC is not immune

clearly, directed that maciantes
fresh evidence—the relevance
of which to the main issues he
that directed that maciantes
fresh evidence—the relevance
of which to the main issues he
that directed that maciantes
fresh evidence—the relevance
of which to the main issues he
that maciantes
fresh evidence—the relevance
of which to the main issues he
that directed that maciantes
fresh evidence—the relevance
of which to the main issues he
that maciantes
fresh evidence—the relevance
of which to the main issues he
that maciantes
fresh evidence—the relevance
of which to the main issues he
that maciantes
fresh evidence—the relevance
of which to the main issues he
that maciantes
fresh evidence—the relevance
of which to the main issues he
that maciantes
fresh evidence—the relevance
of which to the complete of the main issues he
that maciantes
fresh evidence—the relevance
of which to the main issues he
that maciantes
fresh evidence—the relevance
of which to the complete of the main issues he
that maciantes
fresh evidence—the relevance
of which to the complete of the main issues he
that maciantes are the properties of the complete of the main issues he
that maciantes are the complete of the main issues he
that maciantes are the complete of the main issues he
that maciantes are the complete of the main issues he
that maciantes are the complete of the main issues he
that maciantes are the complete of the main issues he
that maciantes are the complete of the main issues he
that maciantes are the complete of the main issues he
that maciantes are the complete of the main issues he
that maciantes are the main issues he
that maciantes are the maciantes are th

BY RAYMOND HUGHES, LAW COURTS CORRESPONDENT

Oil market slide continues

BHP, THE Australian mining tomers. However, they have pose, at least so far as BHP is

Mr Freeman said the Japanese had expressed their con-cern about the iron ore com-panies forming a cartel. He tention of the iron ore companies to negotiate prices jointly and the opportunity was therefore taken to reach an early and mutually satisfactory settlement with the Japanese steel mills."

BHP said agreement was reached on Friday after "a short but intense" round of final meetings in Tokyo.

BHP expects Japanese iron ore imports, which account for about 35 per cent of the international market, to be over 100m tonnes over the next year April.

The producers had originally hoped to hold prices unchanged. arguing that the decline of the US dollar, in which contracts are priced, had automatically cut prices for Japanese cus.

Mr Freeman said the Japanese side in Japanese steel milks had rejected the offer of a multilateral meeting with producers. However, the hint that the ore exporters had automatically denied by the signatories—of competition from Brazil and India, should recover to 48 per

a day and to institute a fixed price system based on an average price of \$18 per

In the run-up to the Opec agreement, Brent blend was selling for around \$14.70. The

seiing for around \$12.70. Inc price rose steeply after the meeting. Since them oil industry executives say Opec countries have been sticking to the fixed price structure. However, total production has exceeded the total envisaged

in the agreement. As a result, some countries, notably Sandi Arabia and Nigeria have been finding difficulty in finding enough huyers to match their

evidence that all the 22 ITC

some have been willing to pay something," he told the judge.

Part of the evidence was in the form of reports of the House of Commons trade and

industry committee; part was internal records and minutes of

the ITC which had come into

The judge, who ordered the two sides to exchange full de-

tails of their contentions within the next 28 days so that the legal issues could be formulated clearly, directed that Maciaine's

dairy production quota cuts to be imposed in 1987 and 1988, but provides for compensation of Ecu 10 per 100 kgs of lost

Several Ministers argued that

this would impose a double

penalty on dairy farmers, and forced through a compromise that compensation would be

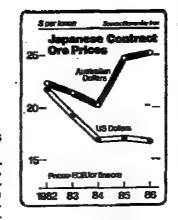
paid in the first quarter of 1988 to all farmers, before end-of-

season calculations were made

sion was an agreement that if

actual production did not appear to be coming down by

Maclaine's possession.



H other producers follow BHP, this will be the fourth year in the last five that Japanese steelmakers have Sccured price cuts. The iron ore producers have been squeezed by the contraction of steel-making in industrialised counmaking in industrialised countries combined with an increase in one production capacity, including the development of CVRD's giant Carajas mine in northern Brazil. In Europe, steel company tracutives said there was never much chance that steelmakers, who were suffering cuts, closures and losses of their own, would grant uncommercial favours to their suppliers. suppliers.

Australia clears UK uranium

deal

THE AUSTRALIAN GOVETSment has for the first time agreed to supply uranium for Britain's nuclear power stations.
In a deal which helps to

By Meerice Sumprison

ensure uranium supplies to Britain almost to the end of the century, 550,000 pounds a year will be transported to Britain between 1988 and 1998. The deal was signed subject to Government approval last month between the Central Electricity Generating Board and Western Mining Corporation, which operates the big Olympic Dam mining project in the Roxby Downs area of South Australia.

At that time uranium's spot price was \$16.65 a lb. The deal, which has now re-The deal, which has now received Australian Government clearance, is estimated to represent about 18 months supply for all the Magnox and Advanced Gac-cooled Reactors (AGR) operated by the CEGB and the South of Scotland Electricity Board.

The volume is considerably larger than had been expected when Mr Fred Bonner, the CEGB's former chairman, signed the deal in Australia on to make no allowance for the fuel requirements of a new chain of pressurised water reac-tor (PWR) stations, should these be approved by the Bri-tish Government in the next

The Australian contract was originally expected to involve 350,000 lbs a year, similar to the quantity the CEGB purchases from two mines in Texas. The CEGB was also said to be considering a similar-sized deal with one of Australia's two other export mines.

Rio Algom of Ontario, Can-ada is the CEGB's other big supplier, with a contract to deliver 20m lbs between 1962 and 1992. Until the end of 1984, much

of the fuel for UK nuclear power stations and British Nuclear Fuels came from Rio Tinto-Zinc's Rossing mine in Namibia. At the end of 1885, the CEGB turned to the US with orders for 7m lbs from two Texas mines for delivery between 1987 and 1997. The Canadian contract covers the

period from 1982 and 1992. South Australia's Roxby Downs, containing huge deposits of copper, gold and uranium oxide, were discovered 10 years ago and have the potential to be developed as one of the biggest mines in the world.

All prices as supplied by letal Bulletin (last week's Metal prices in brackets).

BISMUTH: European free

0.93 (same). COBALT: European free market, 99.5 per cent. \$ per lb, in warehouse, 6.15-6.25 (6.15-

molybdic oxide, \$ per lb Mo, in warehouse, 3.083.12 (same).

SELENIUM: European free market, min. 99.5 per cent. \$ per lb, in warehouse, 4.00-4.80

per cent. \$ per tonne unit WO, cif. 39-46 (same).

VANADIUM: European free market, min. 98 per cent V₂ O, other sources, \$ per Ib V₂ O, cif 2.48-2.58 (same). URANIUM: Nuexco ex-change value, \$ per lb U, O,

MARKETS THE LONDON Metal Ex-change copper market con-tinued under pressure yester-

LONDON

day following news of the settlement of the three and a half menth strike at Norands's Horne smelter in Quebec. The cash Grade A quotation added £15 to Monday's £13 fall while the three months position closed £8.58 down at £915.75 a tonne. Other LME base metals also lost ground, notably aluminium, which fell another £7 in the cash position to £852.50 a tonne. Dealers stiributed the fall to further technical the fall to further technical retracement from the highs reached in the middle of last week. Lead prices fell in sympathy with the other meals and the cash position ended £5.50 lower at £292 a tenne. Meanwhile coffee fatures continued their tentative measurer as traders as fatures continued their tenta-tive recovery as traders re-mained mildly bullish about the prospects for a resump-tion of export quota controls, which is being discussed by producers and consumers this week at the International Coffee Organisation's London headquarters. The rise ran out of steam in the afternoon, however, and the May posi-tion, which had registered a £39 gain at one stage, ended tion, which has registered a 239 gain at one stage, ended only \$9.50 up on the day. LHE prices supplied by Amalgamated Metal Trading.

ALUMINITIM

MEU	MINION		Cocoa FL May E
	Unofficial + or store (p.m.) - s per tonne	High/Low	Cocoa Ft. May E Coffas Ft. May E Cotton A Ind." (S Gas Oil Apr. Rubber (kile) (S Sugar (raw) (S Weettons 64s
Cash 3 months	862-3 -7 842,5-5 -7,75	648/639	Wooltops 64s
(870-1); 1 settlemen	closing (sm): C. three months 846,5-7 it 888 (871.5). F	(881.5-2);	# Unquoted. † 9 # Sound. * Cott March. v April. :

COFFER						
Grade A	Unatilio*i	+~	High/Lor			
Cash 3 months	907-8 915_5-6	-15 -8,5	909/908,8 920/911			
Official clo (934-4.5); (933.5-4); si Final Kerb C	three sord;	nontha 1.648	915,5-			
Standard Cash 3 months	8724 8924	-16.5 -7.5	=			
Official cla (897-900); the settlement 8 prices 60.50-						

t	LEAD	LEAD				
		Unofficial close (p.) 2 per	tonne	High/Low		
7	Cash 5 months	392-4 395-6	5.5 4	295/294 296/295		
-	Official (301-1.5): (300-0.5): Rerb clos tonnes.	ie : 295.5-l	months at 295 (3	295.5-6.5		

	Unofficial + or close (p.m.) - 2 per tonne	High/Low
Cash 3 months	9470-80 (+18,5 9475-88 (+1	2485/9479
(2470-5); ti settlement close : 248 Kuala L	closing (am): http://www.months.2470-1 2475 (2475), Pi 2475 (2	(2480-1): ins! Kerb tonnes. In Close

High grade	jaiqee (p	er tonne	Highft.ov
Cash 3 months	481- 2 473-4	-3	482/476 475/459
(485-5.5); (479-80); s Karb close	three ettlemen : 474-6	month: it 477.5 (4 i. Turno	489-9. 489-9. 85.5), Fina ver: 9,770

Gold	felf \$2	20 \$4	1013 ₂₋ 402	on :	the
Lond	on buil	ion m	ricet 3	/Paterd	ay,
	onching				
	ternoon,				
	treding				
	of wasice				
	Country and				
	it rese				
4025			Bear of	-	

Close Opening Aft'n'n fix. Aft'n'n fix		(£2601 ₂ .261) (£2614-2613 ₄ (£260.583) (£259.117)
get.b	AND PLATE	UM CORES
Mepfelees Kr'g'r'nd Is Krug Is Krug Angel	8401 ₂ -451 ₈ 896-97 8961 ₉ -98 8480-530	(£2684-2712 (£2684-27014 (£268-254) (£13712-158) (£13712-158) (£661-7012) (£264-2912) (£624-53) (£623-6314) (£311-34414 (£345-54712)

		-				
		s final				
for ap	ot del	VERY	on the	Land	on b	ulli
marke	t you	prday,	, at 2	63.3p.	. US	CI
equiva						
*POC	5 46 c,	dow	n 2.8	lc; th	TDB-I	non
553.Sc.	, dow	n 2.85	e; ab	-mont	h 56	2.2
datem	2.9c:	and 13	Z-mga	站 579	.8c.	dos
3c.						
(545-5						
(544-5	46c).				_	

·			
	£		
	Per tonne	1	
April	135,7-125,8	+0,86	_
JURE	114,0-114,5	0.56	i
Apgust	170.0-170.4	+0.06	110.5
October	110,0-111,0	-0,15	110.5
Dec	111.6-112.0	-0.75	
Feb	115,9-115,5		_
April	710,0-116,0	1 -	I -
C-1 101	A Admen I .		

US MARKETS

REPORTS that the US may step-up actions agfainst South
Africa prompted speculative
short-covering and Commission House buying in
platinum futures, reports
Drexel Burnham Lambert. REUTERS Fab. 24 Feb. 25 M th ago Year ago 1576,8 1686,4 1617,3 1809,8 (Bacu: September 18 18:61=100) DOW JONES Early weakness from Commis-Early weakness from Commission House selling was reversed after the trade emerged as a buyer at the lows. Gold futures were weak throughout the day as light trade selling combined with Commission House liquidation depressed uplus to the Jones 25 20 and ago Spot 114.24 114.50 - 1128.55 FM: 115.72 115.52 - 124.12

MAIN PRICE CHANGES

(Bess: December 31 1931-100)

INDICES

Feb. 24 + or Month 1987 — ago	Commission House liquida- tion depressed values in the face of local buying and profittaking. Silver futures were quiet. but differentials against the near March
Aluminium	deliver mouth natrowed. Early local selling in copper futures depressed values before late trade buying in the near months (following their earlier selling of forward positions) steadied the market to the close. Heavy
Platinum oz \$518.50 4.00.8532.40 Duicioliver 1 5175/168 3160/168 Diver broy oz 553.20p 3.00368.10p 3 mths 562.40p Time MSC 5480/421 40 2600/580 Diversten 2445.11 \$43.18 Wolfran; 22.00 \$39.45 Zino 2481,5 2498 3 mths 6473.5 2498 3 mths 6473.5 20.2484,5 Droducers 5779/780 \$820	Commission House selling in crude oil futures tracked oil steps around the 1690 levels as the market reacted to lower world oil prices trade buying emerged to slow the decline. Commission House liquidation in sugar futures, especially as positions were rolled forward from March to
Coconut (Phil) (\$402,5 x -7,5 \$440	Way saw the market decline

£1325.5 —14.6 £1344,6 £1535,5 +9,5 £1597.6 65.60c +0.20 56.60c

ias Oil Apr. Lubbar (kilo) Lugar (raw) Fooltops 64s	\$138.0 61.00p \$179.52 422p kilo		66p
# Unquoted.	† Per 75-lb	flask.	c Cents

COFFEE

ERAINS

	-			
				rk close
the mark	et open	ed Quie	tfy stes	dy today
finding	fight	Com	nission	House
buying.				
висопия				
incentive				
news th				
gave be				
£9 highe			report	g Drexe
Botopatt	i Lambei	rt.		
-		_	-	

PFEE	Yesterday close	+ 0	Business Done
L	1535-1547 1535-1548 1545-1660 1575-1688	9,5 1,5 10,0	
		2,5 16,0	

molector prices (US cents per pound) for February 28; Comp deliy 1979 116.45 (112.68); 15-dey average 114.50 (114.59).

GRAINS

COCO	4			
in fairly	active	trading	condi	tions
futures ses				
closed on	i wesk	Rote,	Some	light
brognose gu				
CONSUMBRE	M-816	Sanu	Mind	Stail,
HID stroggi	Sud Pi	mus.		٠.

BARLEY

Old crops steedled in early trailing then eased sharply in anticipation of home intervention that traveled, before firming on the same and the traveled for the same a good shipper to shiper trade, reports T. G. Boddick.

86er - 117.55 +0.15 114.90 -0.86 88ay - 218.90 +0.65 116.95 -0.78 July - 121.05 +0.65 -0.86 98.90 +0.18 86.90 +0.18 90.90 -0.80 90.90 -0.10 90.9

Business done—Wheet March 117.70-7.25, May 119.20-8.50, July 121.40-8.50, Sept 99.90-9.50, Nov 102.00-1.80, Jan 104.85-4.70. Sales: 314 lots of 100 tonness. Bartey: March 115.25-5.00, May 101.00 only, Jan 103.75 only, Sept 98.90 only, Nev 101.00 only, Jan 103.75 only, Selest 32 lots of 100 tonnes.

LONDON GRAINS—Wheet US dark northern apring No 1 15 per cent. Mar 101.25, April/May 28.60, June 97.50. US No 2 soft rad winday Mar 102.50, July 9150, French 117-12 per cent. Jan 142.90. English feed fob Mar 120.25/121.00, April 121.00/121.50, April/June 122.00/122.00, Sept 100. Oct/Dec 104.50 buyers. Malket US No 3 yellow/French transhipment sest coast 76b 143.50. Bartey: English feed fob Mar 121.00 seller. English 17.00/121.50, English 121.00 seller. English Oct/Dec 104.00/105.50. English Cet/Dec 104.00/105.50. Rest unquotad.
HGCA — Locations! ex-farm apott prices: seed wheat: S. East 115.30; M. West 115.00; W. Mids 115.00; N. West 113.50. The UK co-difficient for the week beginning Monday March 2 (based on HGCA calculation using 5 days exchange rates) is expected to change to 1,302.

Immediate buying interest and bullish sentiment saw values rise sharply triggering further stop loss buying. In good volume profit takens smarged balow £162.00 and the market closed nervously £4.00 up on the day,

closed nervously £4.00 up on the day, reports Coley and Harper.

Sales; 2,542 (1,359) lots of 40

MEAT COMBITSION - Average fet.

market interest

POTATOES

MEAT

ICK	EL,		COCOA	£ per tonne	-	done	l
	Unofficial + or close (p.m.) - 2 per tonne	High/Low	May	1291-1298 1325-1336 1352-1354 1377-1378	-14.0 -13.5	1554-1520 1565-1550	
h nonthe	9470-80 +18,5 9475-88 +1	2485/9479	Dec	1409-1403 1495-1498 1445-1449	-14,0 -17,0	1414-14 90 1440-14 3 5	ı
70-5): dement re : 26 usts (94 (16	closing (am): three months 2470-1; 2475 (2475), P. 90-5. Turnover 756 tampur Tin Mari- 99) ringgit per kg it per kg.	(2480-1): ins: Kerb tonnes.	Sales: 4 sonnes. 1000 (no sonne). D	165 (2,704 Sicetor price 1 1,568,87);	l) lets or Feb 10-day	of 10 DRs per ruary 23: everage	

High grade	Unoffici close (p. £ pe	m) — r tonne	Highflow
Cash 3 months	481-2 473-4	-3	482/476 475/459
Official (485-5.5); (479-80); a Kerb close tonnes. cants per	three externer s: 474-5 US Prime	t 477.5 (48 Turnos	469-9.1 (5.5), Final ret : 9,776

	3 1991 3					
	don bu					
efter :	touching	a io	w of	\$399-3	ا يا99	ė
the at	iternoon	, Th	e ener	al rec	TEVO:	H
în let	e tredir	10 BE	the de	olier ı	shows	×
	of wes					
	OZS and					
	orning					
nooë.	It re	na 10	8 988	k of	\$402	ė
402%						•

BOLD BULLION (fine ounce) Feb. 24

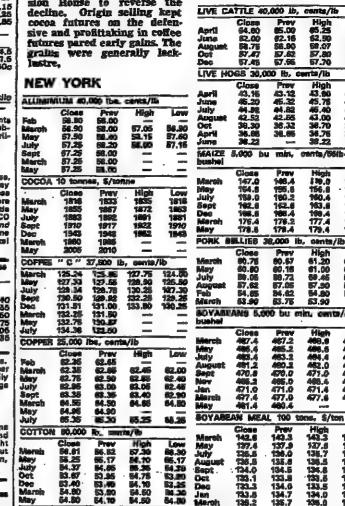
Opening \$403 M'n'g fbc \$401 Aft'n'n fix \$399	.95 (£	2614-2614) 260,583; 269,117)
GOLD WIED	PLATERIA	COURT
Am Eagle \$413 Mapfeleaf \$413	418 (5	2684-271%) 2684-2704)
Kr'g'r'nd 1403	44064 (£	262-264) 1371 ₈ -138)
4 Krug \$117	le-108le (£	691 ₄ .701 ₈) 865-8671 ₄)
Angel 3408- 1/18 Angel 3403-	-451g (£	264-2912)
New Sov \$96.9 Old Sov \$954	-96 (2	824-53) 523-554)
\$ 20 Engle \$450 Mobile Plat \$525	-685 Œ	3113 ₄ -3444) 345-8474)

	reports Comy and marper.
VER Buillon + or LMLL + or p.m Unoffic'i	Month Yesterday's Previous Business along done
353.30p -7.90 355.0p +8.5 onths .368.40p -7.95 366.0p - onths .371.05p -7.86 - onths .388.75p -7.88 -	ADT

			_	INDEX POSSIBLE MARIEDA IN	
				stock prices at representative market	4;
	Y'abord' ys	ᅡᅄ	Busines.	GB-Cattle 92.37p per kg lw (+0.59): .
1	alosa	i — I	20.00	GB Sheep 176-21p per kg est de	w
				(+3.99); GB Pigs 75.540 per kg /	-
	3	l î		(+1.39).	da.
1	Per tonne			{ T (mb).	
	138.7-195.8	10 RE	_	PUTURES — Live cette: Feb 96.5	a.
	114,0-116,5	70 CB	_	April 97.00. Pigs: Feb 98.00, April	
A - 11111	174.0-170.4	0.00	110 =	98.00. June 95.80. Azg 34.80.	
	150 0 111 0	+0,00	110'0	solve inum seroe' was seroe.	
OT	146,0-111,0		110,5		
	111.6-112.0	⊢ 0.75		PULL STATE OF THE	
-0.000-00-	115,9-115,5		_	RUBBER	
	118,6-1 16,6	1 – I	-		
				PHYSICALS—The London marks	at .

commission House selling in trade oil futures touched off steps around the 1690 levels as the market reacted to lower world oil prices trade buying merged to slow the decline. Commission House liquidation in Sugar futures, specially as positions were oiled forward from March to day, say the market decline.

May, saw the market decline before good trade suport at the lows prempted fresh buy-ing by the trade and Commission House to reverse the decline. Origin selling kept



Low 300.5

401,2 405,2 410,2 475,2 476,8 423,5

through the day and closed dull reports Lawis and Peet, Closing prices (buyers): Spot 61,000 (seme); March 51.759 (62,000). Kusla Lumpur tob prices (Malaysian cents a kito): RSS No 1 224.5 (225.0) and SMR 20 194.0 (197.0). FUTURES—Index 620, March 847-667 April/June 563-663, July/Sept 863-673. Saise: Sii.

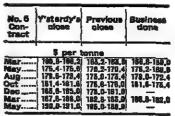
SUGAR

CRUDE OIL (LIGHT) 42,000 UB gallons, S/barrale

COLD 100 troy on 1/2mg ox

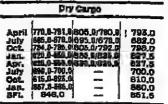
Prev High 17.08 18.93 16.98 16.89 16.80 16.89 16.80 16.66 16.82 18.70 16.81 16.75 16.96 16.75

418.0



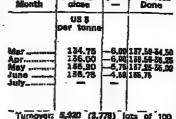
Salet 4.15 (1.964) loze of 50 tonnes. Tate & Lyle delivery price for granulated basis sugar was £221.0 (£225.00) a ronne for export. International Bugar Agreement—(US cents per pound fob and atowed Caribbean pours). Prices for February 23: daily price 7.42 (7.17); 15-day average 7.37 (7.37).

FREIGHT FUTURES Close | High/Low | Prov.



Tumaver: 378 (353).

GAS OIL FUTURES



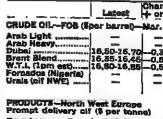
The petroleum products markets fell sharply following the fall on the New York futures. April Brent traded heavily with prices falling to \$16.40 after opening deals at \$16.80. April WTI opened 23c down on Nymex and traded 38c down at 1.50 pm EDI—Petroleum Argus Landon.

SOYABEAN OIL 80,000 lb, cents/lb

WHEAT 6,000 bu min, cents/60 lb bushel

Prev 279.2 272.6 258.2 268.2 265.0

SPOT PRICES—Chicago logae lard 14.50 (asma) cents per pound, Handy and Harman aliver builton 545.5



Premium gasoline... Heavy fuel on

2000

HEAVY FUEL OIL

U3 \$ 85,00 83,80 80,00

Turnover: 7 (1) tets of 100 tonnes.

Sri Lanka predicts lower coconut crop

SRI LANKA'S Coconut Industries Ministry said this year's coconut crop would be 10 to 15 per cent below the previously forecast 2.8m nuts because of dry weather.

Mr Dharmasena Wijesinghe, Ministry Secretary, said rainfall in November and December had in November and December nau been disappointing and were followed by a dry spell. Showers were expected in April and May, he said, but if the dry spell continued in these two months, coconut output next year would be further affected.

was also the major opponent of the Commission plans for cut dairy production, in spite quota to be paid. The Commission said this of an emergency meeting last-ing almost until dawn. limiting dairy intervention, along with Mr Austin Deasy of should only be paid if farmers actually cut their production by the full amount of the quota The West German Minister cuts, and should not be paid if they exceeded their quotas and became liable to pay superlevy at the end of the dairy season. described the Commission's price package as "a declaration of war on the German Government" and promised to use "all political, legal and

EEC reform remains stalled

They managed to settle five of the six regulations necessary—including the rules for compensating farmers for the loss of production quotas—but failed on the crucial question of limit-ing guaranteed intervention purchases for dairy products.

The inconclusive meeting means the Ministers will miss their self-imposed deadline of the end of the month to put place—and now run the risk of the whole debate becoming bogged down in the annual battle over farm prices.

German Farm Minister, served paid to dairy farmers. appear to be coming down by notice that the farm price The dairy reform package inthe full 9.5 per cent, the system will be acrimonious, with cludes a total of 9.5 per cent in tem would be reconsidered.

from Washington.

to specific commodities.

exchanges' contracts rather than

Monday's meeting, lasting season calculations were made until four in the morning, forced on final production levels.

The only sop for the Commission to back down on its strict interpretation of when compensation should be Mr Ignaz Kiechle, the West German Farm Minister, served

Higher US futures limits proposed THE US Commodity Futures
Trading Commission (CFTC)
Trading Speculative
Trading Commission (CFTC)
Trading CFTC
including maize, wheat, soya-beans and cotton, reports Reuter

The CFTC also proposed two excha applying speculative limits to the CBT.

modity Exchange.

The commission's decision to propose combining limits on the two exchanges was opposed by the CBT.

The commission's decision to limits, for both deferred single month and all-futures combined months, for maize, soyabeans and wheat traded on the CBT. The commission proposal will and for No. 2 cotton on the Net now be open to public comment York Cotton Exchange. 16.65 (same).

WEEKLY METALS

ANTIMONY: European free market. 99.6 per cent. \$ per tonne, in warehouse, 2,310-2,340 (2,300-2,340).

market, min. 99.99 per cent, \$ per lb, tonne lots in warehouse, 2.20-2.30 (same).

CADMIUM: European free market, min. 99.95 per cent, \$ per lb, in warehouse, ingols, 0.91-0.93 (same), sticks, 0.81-

6.35).
MERCURY: European free market, min. 99.99 per cent, \$ per flask, in warehouse, 179-189 (175-180).
MOLYEDENUM: European

(4.40-5.00).
TUNGSTEN ORE: European free market, standard min, 65

Final kerb close 382.4p. SOYABEAN MEAL Y'sterd'ys + or Businger gloss — gane

CURRENCIES, MONEY & CAPITAL MARKETS

FOREIGN EXCHANGES

TO SECULAR SEC

CAGO

247T.E 25,000 to com

AND THE PARTY OF T

AUCAN WEAL 100 male

. 2 1 2 1 - 4 25 Soel 25 25.

THE PART AND PERSON

EAVY FUEL OIL

iri Lanka predi

ones cocoant as

STEELING—Trading range against the deliar in 1965-57 is 1.5555 to 1.3700. January average 1.5071. Exchange rate index rose 0.2 to 69.2, compared with 71.3 six

8.2 to 83.2, companies

Stering's exchange rate index

Sustainto
finished at its highest closing German D
level since mid-Septmber. Recent fruch for
encouraging economic news supported the pound, which was seen

Itish Pani
Tailon Li
Tailon Li ported the pound, which was seen as an attractive haven at a time of

0.58-0.55 pm 0.56-0.55 pm 1.53-1.50 pm 1.53-	Feb 24	Late	a	Previous Close
ERLING INDEX	meth meth meth	0.58-0.5 1.55-1.5		56-0.55 pm 53-1.50 pm
	L OWNER.			apply to th

1.00 pm 2.00 pm 3.00 pm 4.00 pm	market grobed prodice	70.0 70.0 70.0 70.0	69.5 69.5 69.7 69.7
CURRENC	Y RA		
Feb. 24		Special Drawing (Highe;	European Carrency Unit
Starting	3.5 3.20	0.82156	0.729337 1.12427 1.49641
Amerian Sch Belgian Franc Danish Krone	4 84 ₂ 7	16.2414 47.8041 2.70653	14.5470 42.8236 7.80077
Destsche Hark Heth Guilder French Franc	10 472 90	N/A 2.60692 7.6682	2,06810 2,33624 6,89280
lection Lira	12 20,	1641.28 194.40 8.82751	1469.99 173.026 7.90982
Spanish Pennin Special Kross Spiss Franc	7/2 3.5	162.415 N/A	144.975 7.312£3 1.74791
		140 400	200 - 200

*C\$/SDR rate for Feb. 20; 1.67712 CURRENCY MOVEMENTS

February 24	Sank of England Index	Morgan Generally Changes %
Steriting	49.9 104.1 78.6 138.9 100.5 147.9 170.5 135.1 72.1 48.5 209.0	-29.8 -29 -10.6 +10.5 -3.9 +4.3 +22.3 +21.0 +14.6 -12.3 -12.3 +26.1
	changes: &	verage 1980

OTHER	CURRENCE	
Feb. 24	£	5
Argentina	2.1670-2.1760	1.4070-1.4120
Australia	2,3010-2,3040 27,2840-27,4390	1,4935-1,4950 17,7170-17,8060
Firstand	7.0250-7.0370	4.5655-4.5675
Greece	205.80-209.70 12.0065-12.0175	133.90-136.20 7.7990-7.0810
, Hong Kong	111.95*	72.50*
Korca (Stil)	1311.00-1322.85	852.20-859.20 0.27720-0.27740
Keweit Luzembours	0.42680-0.42750 58.45-58.55	37.95-38.05
Malaysia	3.9670-3.9230	2,5380-2,5400
N. Zeatand Sauci Ar	2.7825-2.7895 5.7750-5.7805	1.8065-1.8095 3.7500-3.7510
Singsport	3.2960-3.3010	21410-21430
8, Af. (Cm)	3.2025-3.2245	2,0855-2,0900 4,0815-4,2555
S. Af. (Fp)	6.2895-6.5575 53.70-53.95	34.95-35-05
U.A.E.	5.6555-5.6610	3.6725-3.6735

MONEY MARKETS UK rates steady

INTEREST RATES were steady in London yesterday, following recent signals from the Bank of England that an early cut in UK clearing bank hase rates will not be welcomed.

Three-month sterling interbank was unchanged at 1013-10,2 per cent, and £48m bank bills in band 3 at 104 per cent. In the afternoon anothr £279m bank bills were purchased outright, in band 2 at 1013 per cent. Bills maturing in official hands, repayment of late assistance and a take-up of Treasury bills drained £305m, with Exchequer transactions absorbing £180m. These outremained encouraging, as dealers watched sterling's exchange rate index rise to the highest level since

UK clearing bank base lending rate 11 per cent since October 15

inst September. This kept alive lingering hopes that base rates, might be cut ahead of the Budget on March 17, particularly if Friday's UK trade figures are good.

The Bank of England dealt with the day-to-day credit shortage through outright purchases of bills from the market, but the shortage was relatively modest and the discount houses had sufficient short dated bills to prevent any problem from reluctance to sell longer dated paper at present intervention rates.

Initially the authorities forecast a money market shortage of \$600m, but this was revised to £450m at noon, and back to £400m in the afternoon. Total assistance of Total ass

noon, and back to £400m in the Import Bank of Japan, and the afternoon. Total assistance of Japan Development Bank, to 5.5 per cent from 5.8 per cent. These measures are considered to be agreement reached

England.

Before lunch the authorities part of the agreement reached bought £121m bills outright, by way of £73m bank bills in band 2 at 1012 nations, in Paris at the weekend.

THE DOLLAR held firm on the foreign exchanges setterday, as the foreign exchanges yesterday, as the last week from the Bank of James Baker, US Treasury Secretary, and Mr Paul Volcker, chairman of the Federal Reserve Board, continued their testimony before US Congressional committees. It was boped that butter light might be thrown on the weekend meeting in Paris of the main industrial nations, where it was agreed to aim for currency stability.

Mr Baker attempted to calm market fears about third world debt, following the recent news that Brail in to suspend payments to foreign reditors. Mr Volcker said that pushing the dollar was a solution to the US trade imbalance was rejected at the Paris meeting, and he warned that an excessive full in the value of the dollar was a potential channel for renewed inflation.

There was some disappointment at the lack of fresh news in the comments by Mr Baker and Mr Volcker however, and the dollar feel back from its highest levels, on profit taking.

The dollar rose to DM 18340 from DM 18390 on be made on the foreign when his dollar was a potential channel for renewed inflation.

There was some disappointment at the lack of fresh news in the comments by Mr Baker and Mr Volcker however, and the dollar feel back from its highest levels, on profit taking.

The dollar rose to DM 18340 from DM 18390 possibly later the Paris and the value of the dollar was a potential channel for renewed inflation.

There was some disappointment at the lack of fresh news in the comments by Mr Baker and Mr Volcker however, and the dollar feel back from its highest levels, on profit taking.

The dollar rose to DM 18340 from DM 18390 possibly later the Paris and the Volcker however, and the dollar feel back from the feel back from the dollar feel back form the dollar feel back from the dollar feel ba

	-	RENCY UN		3	W 60 410
	Eco ceotral rates	Currency amounts against Eco February 24	% change from central rate	% change adjusted for divergence	Divergent Umit %
Franc (rone D-Mark Franc dider	42,4582 7,85212 2,05853 6,90403 2,31943 0,768411 1483.58	42,8236 7,80077 2,06810 6,88280 2,33624 0,774559 1469,99	+0.86 -0.65 +0.46 -0.31 +0.72 +0.80 -0.92	+0.85 +0.45 +0.46 -0.31 +0.72 +0.80 -0.92	± 1.5344 ± 1.6404 ± 1.0981 ± 1.3674 ± 1.5684 ± 4.0754

as an attractive naven at a time of the control of the control of the prospects of Advisors about the prospects of Advisors processed by the prospects of Advisors processed by the processed by

Feb. 24	Day's spread	Close	One month	74. F.A.	Teres months	% p.a.
/\$	1.5370-1.5440	1.5395-1.5405	0.58-0.55 e pm	4.40	1.55-1.50 pm	3.96
arrada	2.0449-2.0517	2,0475-2,0485	0.62-0.53 c are	3.37	1.56-1.41 per	2.90
letif lands	3.184-3.214	3.182-3.1912	De-lie com	5,17	44-34 pm	4.94
elgion,	58.39-58.88				29-33 pm	2.46
HARRY	10.6212-10.74				Lon-1's dis	-0.26
H256	1.0600-1.0700		0.16-0.29 p dis		0.68-1.00 ds	-3.17
. Germany .	2814-2842	2.82-2.83	15-15 pf pm	6.37	41,44,00	6.19
مست أجوستهم	216.94-219.50	217.00-217.85	71-152 c de	-6.15	322-437 dis	-6.98
pies	197.88-199.61	197.90-198.15	12-13 t da	-0.76	77-117 dis	-1.94
2 y	2000-2019%	2007-2008	3-oar life are	0.90	Spec-4 als	0.40
orway	10,801,-10,8912	10.834-10.844	2-3% ore die			-415
PARCE	9.371-9,451	9,391,-9,401,	24-14 c pm		54.00	1.99
weden	9.983-10.043	9-99-10-00	par-lie one die		2-4 66	-0.15
(F24)	2364-23712	2364-2374	14-14 y per	6.34	34-31 ₂ pm	6.12
ustria	19.83-20.01	19.83-19.86	10-8% are per	5.71	27-24% 000	5.22
ultzerland	2.301,-2.401,	2.381 - 2.394	No. 14 c pro	6.91	34-35, 000	6.24

DOLLAR SPOT-FORWARD AGAINST THE DOLLAR

_						
Feb. 24	Day's spread	Close	Gart manife	*i	Threat recental	% pa.
UK?	1,5370-1,5440	1,5395-1,5405	0.58-0.55c pm	4.40	1.55-1.50 pm	3.96
Irelandt	1.4433-1.4540	14515-14525	0.90-0.84c pm		248-253 pm	
Canada	1.3290-1.3317	1.5320-1.3310	0.10-0.13c de		0.33-0.38 de	
Nerbertands .	20675-20895	20715-20725	0.16-0.13c pm	0.84	0.57-0.52 pm	1.06
Belglow	37.93-38.21	37.95-38.05	372-50 dis		127 ₂ -15 mg	
Demoris	8,92-6,96	6915-692	1.90-2.80ore dis		6-80-7.70 et	-4.18
W. Germany .	1.8300-1.8465	1.8355-1.8345	0.33-0.30pf pm	2.05	1.06-1.03 pm	2.27
Portugal	1411-1421	1421-142	100-150c die	-10.56	350-420 dls	-10.85
Seals	128.50-129.45	128,75-128,85	60-70c da	-6.05	190-220 dis	-6.20
Italy	1301-1311	13034-13034	372-414 lire dis		8-15 dis	-3.52
Norway	7.00-7.06%	7.039,-7.04	4.00-4.70pre dis		13.90-14.60ds	-6.09
France	6.094-6.144	6.20%-6.20%	0.80-1.05c dis	-1.81	2.80-3.10 ds	-1.93
Sweden	6.48-6.511	6.461-6.494	2.50-2.80 are dis	-4.89	7.20-7.60 de	-4.55
بينون	153.55-154.05	155.65-153,75	0.25-0.23y pm	1.91	0.07-0.02 pm	2.20
Augusta	12.924-12.98	12.942-12.95	1.60-1.20pro pm	1.30	500 4.00 pm	1.39
Seriezerland	1.5470-1.5400	1.5495-1.4505	0.34-0.29c pm	2.43	0.99-0.94 pm	2.48

EURO-CUI	EURO-CURRENCY INTEREST RATES											
Feb. 24	Short term	7 Days' police	One Month	Three Months	Six Mortin	One Year						
Sueriting U.S. Doffer Con. Doffer D. Golfer D. Golfer The Franc Decisionaris The Franc Sueritina Lire Sueritina	11-114 512-512 64-7 54-54 11-14 312-315 8-96 9-10 74-72 74-94 42-44 104-11	114-114 64-64 74-75 54-95 33-4 64-84 94-104 74-8 44-44 104-114	11-114 64-64 74-75 54-54 35-54 35-44 64-84 92-104 75-75 74-86 44-46 11-115	104-10% 64-64 74-74 52-54 34-4 84-84 87-10% 79-78 14-84 11-11%	10-10-10-10-10-10-10-10-10-10-10-10-10-1	104-104 62-64 75-75 55-55 35-4 44-43 82-62 10-104 75-75 75-86 44-42 11-114						

Long-term Eurodollars: Two years 69-61e per cent; three years 7-71e per cent; four years 72-70

are noted than want 71-71, note parts remained. Should death which was real fee LIE Telling and the

Feb. 24	2	5	DM	YEN	E.Fr.	S Fr.	H FL	Live	G S	B Fr
£	2.	1.540	2.825	236.8	9.403	2,388	3.190	2008.	2.048	58.5
	0.649	1.	1.834	153.7	6.105	1,550	2.072	1304.	1.330	38.0
DM	0.354	0.545	1.	63.81	3.328	0,845	1.129	710.6	0.725	20 <i>.7</i>
YEN	4.224	6.505	13.99	1000.	39.71	10.08	13.47	6479.	8.650	247.
F Fr.	1.064	1.638	3.005	251.8	10.	2.539	3.393	2135.	2.178	62.2
8 Fr.	0.419	0.645	1.183	99.16	3.938		1.336	840.8	0.858	24.5
H FL	0.315	0.483	0.886 1.407	74.22 117.9	2.947 4.684	0.748	1.589	629.3 1000.	0.642 1.020	18.3 29.1
C S	D.488	0.752	1.379	1156	4.591	1.166	1.558	980.2	1	28.5

Close Kiigh Lov 1,5375 1,5401 1,539 1,5295 1,5207 1,520 1,5120 — ated wokensy 104 (27) sus day's open for 1,093 (—) B Fy. 1.709 2.632 4.829 404.7 16.07 4.081 5.453 3432 1501 100. Yen per 1,000: French Fr per 10: Liva per 1,000: Belgian Fr per 100. FT LONDON INTERBANK FIXING (11.00 a.m. Feb. 24) 3 morets U.S. dollars 6 months U.S. dollars

bld 6 %

per cent, and twont bank but in	Laut sun wolden men	LUMBA ILMIR					
band 3 at 10% per cent. In the afternoon anothr £279m	MONEY RATES						
bank bills were purchased outright, in band 2 at 10½ per cent. Bills maturing in official bands, repayment of late assistance and a take-up of Treasury bills drained £305m, with Exchequer transactions absorbing £180m. These outweighed a fall in the note circula-	NEW YORK (Luneldimer) Pritor cale Broker loan rate Fed. hands Fed family at intervention	71 ₂ Ti 71 ₂ Ti 71 ₂ -7 Si 511 Oc	te month va month is month is month is pair		5.41 Three 5.41 Faury 5.59 Five y 5.67 Seven 5.87 10 year	Bonds year	شدیب استیب استند اشت
ton adding £60m to liquidity and	Feb. 24	Oversight	Une Month	Two Months	Three Months	Six Months	Lamba
bank balances above target by £50m. The average mid-market fixed rate for the remaining period of temporary facilities, provided by the Bank of England, was 1111 per cent.	Franklert Park Zurkis Zurkis Austerdas Tokyo Milan Brussek Oublis	3.50-3.65 8½-8½ 7-116 54-55 3.65625 111-12 6.40 14-144	3.65-3.75 8.6-8.2 37.35 55-5.2 3.90625 111-12 713-711 14-143	3.80-3.90 8\hbar	3.85-4.00 81-81 ₂ 51-37 ₆ 53-53 ₂ 3.78125 111-115 ₆ 711-711 137-141 ₆	3.90-4.10 83-83-2 	5.0 8 1 1 1 1 1 1 1 1 1 1

114-114

Treasury Bills (sell); one-month 10% per cent; three-months 10% per cent; Bank Bills (sell); one-month 10% per cent; three months 10% per cent; Treasury Bills; Average tender rate of discount 10.4392 p.c. ECGD Fixed Finance Scheme IV reference thate January 1 to 30 (inclusive); 11.075 per cent. Local Houses seven days fixed. Finance Houses Base Rate 11½ per cent from February 1, 1987: Bank Depost Rates for sums at seven days notice 4.33-4.375 per cent. Gentlicates of Tax Depost Refers to 1000 still 0,000 and over held under one month 9 per cent, one-lines months 9 per cent; three-six months 94 per cent; sta-due months 9% per cent; six-due months 9% per cent from February 20. Deposts tend under Series 5 10% per cent. Deposts definitions of tracks and six file of the series 100% per cent. Series 50 to 1000 per cent. Inc.

FINANCIAL FUTURES Gilts close near low

LONG-TERM GILT futures fell back to close almost at the day's low on the London International Financial Futures Exchange yesterday. Sentiment was buillish at the start of trading, with the market underpinned by recent UK economic news, and by the strength of sterling on the foreign exchanges. The tone was also set by Chicago overnight, where interest rate futures rallied in late trading. US Treasury bond futures received support from the weekend agreement in Paris, by the leading industrial nations, to stabilise the dollar. The outlook for inflation was also helped by falls in prices of grain and crude oil.

Long-term gilts for March delivery opened at 118-28, and tested technical resistance at 119-00 in early trading, the highest level for six months. There were in the day to a low of 118-08, and closed at 118-19, compared with There were in the day to a low of 118-08, and closed at 118-19, compared with There were in the day to a low of 118-08, and closed at 118-19, compared with 118-18 on the indicator of the statistics for the day to a low of 118-08, and closed at 118-19, compared with 118-18 on the indicator of the statistics for the day to a low of 118-08, and closed at 118-18 on the indicator of the statistics for the day to a low of 118-08, and closed at 118-18 on the indicator of the statistics for the day to a low of 118-08, and closed at 118-18 on the indicator of the statistics for the day to a low of 118-08, and closed at 118-18 on the indicator of the statistics for the day to a low of 118-08, and closed at 118-18 on the indicator of the statistics for the day to a low of 118-08, and closed at 118-18 on the indicator of the statistics for the day to a low of 118-08, and closed at 118-18 on the indicator of the statistics for the day to a low of 118-08, and closed at 118-18 on the indicator of the statistics for the statistics for the statistics for the statistics for the day to a low of 118-08, and closed at 118-18 on the indicator of the statistics for the statistics for the closed at 118-18 on t

LINYE LONG OILT PRITITIES BETTERS

PHILADELPHIA SE ES OPTIO

Close Migh Law Pres.
118-09 119-01 118-06 118-16
118-19 119-11 118-19 118-27
118-14 — 118-22
118-18 — 118-22
volume 27,671 (23,284)
iny's open int. 18,550 (—)

Close High is 1,00-18 — used Voleme () (0) loss day's open left, 86 (—)

Ciose High Law 89.56 89.55 90.18 90.39 90.17 90.31 90.42 90.30 90.23 90.32 90.30 90.24 90.32 90.30 90.06 (4.631) at 89/3 open lat, 19,055 (—)

Close High Low Prev. March 19530 19630 19330 19530 June 19630 20025 19750 19930 Extension vigne 1,336 (1,242) Previous day's open jot, 4,663 (---)

THURS-MONTH EUROPOLLAN Siles points of 190%

CURRENCY FUTURES

Latest High Low 1.5380 1.5390 1.5250 1.5255 1.5150 1.5100

Enw Prev. 89.58 89.63 90.17 90.24 90.30 90.36 90.30 90.30 90.30 90.30

LONDON

0.01 0.05 0.25 0.90 1.90 4.97 8.61

100-30 100-05 100-30 100-07 99-02 99-08 99-04 99-08 97-07 97-15 96-16 96-16 94-26 —

CHICAGO

Str8se Price 93.00 93.25 93.50 94.25 94.50 Previous Estimate

		-	بإضعا						
1			Ma	y 87	Az	g 87	N	By 87	
	Series		Vol.	Les	Vol.	Last	Vol.	Lase	Stock
	GOLD C GOLD C GOLD C GOLD C	\$400 \$420 \$440	90 194 17 14	18 8.83			75	36.50	\$400.30
, before closing at 100-28.	GOLD C	\$440	177	4.50	5	17.50A 11.50	1 =	=	
ared with 99-28 previously.	GOLD C	\$460 \$400 \$420	35	3A	90 17 20	15.50	1 =	=	-
re were no US economic lics for the market to digest.	GOLD P	5420				15-50 23-50	ᆂ		<u> </u>
January durable goods				, 87	Jo	n 67	Se	pt 87	
s postponed, because of bad	1 1271 C	F1.315 F1.320 F1.330	30 10	6.50	301	7.70 5.50 2	201	-	F1.320.21
er in Washington. The main	ÚFIC ÚFIC	F1330	= 1	= 1	301 130 30 12	1,108] -	<u> </u>	-
mic news from Washington orther testimony before Con-	<u> </u>	FI 335 FI 315	_ = 1	=	12	7		=_	
by Mr Paul Volcker, chair-				r 87	A	y 57	4	ay 87	
of he US Federal Reserve	SIFL C SIFL C	FL195 FL200	20 11 11	13 8.90 4.30	= 1	1 =	1 =	=	FL207.70
, and Mr James Baker, US	SFL C	FL205	、短 (4.30	10	5.708	ΙΞ	<u>. =</u>	1 :
ury Secretary. Volcker repeated his war-	SVFLC	F1.205 F1.210 F1.215 F1.215	103 230	2.20	1995	5.708 3.50 1.80 0.60	22 66	4.50 2.30	-
about the danger of	SFI.P	F1.200 (16	0.70	122	0.60 1.80		=	j :
onary pressure from any	S/FIP S/FIP	F1.205 F1.210	16 111 247	1.60 4.60	2	3.50	-	_	1 :
r sharp decline in the value	S/FI P	FI.215	14	8	=	_	=	Ξ	_
dollar.	S/FIP	FL220	14 16 20	12A 17A 22A 27A	=	=	1 =	i =	2
	S/Fi P S/Fi P	FI 230 FI 235	10 22	22A	=	_	=	_	:
SE IND IMPEX PUTURES INTIGNE	S/FI P	ñ.260	菱	52A	=	=	=	! =	<u> </u>
Calls—Last Puts—Last			Jur	e87	Se	p 87	Di	ec 87	
May April May April	S/FI C	F1.195	2	13.70			T =		F1.207.70
18.07 21.59 0.27 0.29 15.77 19.26 0.47 0.46	S/FI C	FI.195 FI.200 FI.205 FI.210	- -	7	~	_	1 7	12.80 9.80	=
13.56 17.01 0.76 0.72	SVFI C	F1210 F1215		2.70	6	6.20	57	5.70	
11.33 14.85 1.03 1.05 9.53 12.01 1.73 1.51	S/FIC	FL220	67 12	1.70	~	=	1 -	i –	
7.74 11.01 2.44 2.21	S/FI P	FL190	20	1 07		1 87	1 10	3.30A	
6.25 9.16 3.45 2.86 4.78 7.58 4.48 3.78	ABN C	E1 620	A A	pr 67	<u> </u>				D C C
voleme total, Catis 131, Puts 3	ARN P	FI.520 FI.500 FI.90	109	7.50 1.70	28	20 18	1	24	F1.510
day's open iol, Catis 438 Puts 497	AEGON C AEGON P	F1.90 F1.85	130	1.70	28 11 15	3.90	14)	4.50	FI.86.80
	AHOLD C	FI.115	28	1.40	48	_	4	4.50	FI.106.50
	AHOLD P AKZO C	FI 110 FI 150 FI 120	313	ì	45	8.90 2.40	8	4.30	FI.J.31.50
	AKZD P AMEV C	F1.120 F1.70	111 130 36 28 57 313 160 60	1.20	45 139 17	2.20		3.20	F1.66.20
	AMEV P	F1.75	449	3.40	#	_	35	11.50A	
Pars-Last	AMRO C	FLBS	173	3.40	1874 115 167	5.30 4.50A	1	5.80	FL85.10
June Har. Apr. May June 3,90 0.25 0.80	ELSEVIER C	FI.250 FI.230	1	3.30 5.80	31	4.50A 10.508	-	_	F1,243
3.20 0.30 0.30 0.40 0.60 I	GIST-BROC. C	F1.45	10	3A 0.86 4.30	167	6.50 2.20	5	3.20A	FL43.10
9.20 0.30 0.35 0.70 1.00 4.90 0.40 1.00 1.75 2.40 2.40 2.25 3.30 4.30 5.05	GIST-BROC. P	FI.45	1 6	4.30	_	4.90	151	6.50	
4.90 0.40 1.00 1.75 2.40 2.40 2.25 3.30 4.30 5.05 1.00 6.60 7.25 6.00 8.75	HEINEKEN C	F1.150 F1.150	292	4.40	35	7	ا ۋ ا	6 6	F1.351
1.00 640 7.25 6.00 8.75 1.90 20.20 — 21.40	HODGOVENS C	FL40 FL35	133	2.60 4.40 2.30 1.30 0.90 0.80 0.70	163	3.60A 2.30	쉻	4.80 3.10	F1.38.80
nts 329	KLM C KLM P	FL45 FL40 FL80	673	0.90	344	170	67	310 290 280A	FI,42.60
	NAT, NED C	F1.00	292 152 115 673 278 146	0.70	57 55 269 163 344 50 89	1.70	3	2.90	F),72.70
	NAT. NED. P PHILIPS C	91.80 91.50	20 1444 1053 1664 1729	3.50	125 270 271 277 287 25	240	Carathacast	10.50 3.60	FLA7.40
	PHILIPS P	F1.50 F1.45	1053	1.50 1.50 1.50	271	2.40 2.308 2.80	31	2.90	
Puts-Last	ROYAL DUTCH C	FI.220	1729	11.40	37	26.50	1 13	4.70 18	FT.20,9.80
Dec. Mar. June Sept. Dec.	ROBECO P UNILEVER C	F1.95 F1.520	108	11.40 1.10 8.60 1.30		17	5	265	F1,98.80 F1.507
_ 0.01 0.08 0.17 _	UNILEVER P	F1.460	1 46	1.30	100	74	-	200	F1.507
- 0.04 0.15 0.25 - 0.18 0.25 - 0.37 -	TOTAL VOLUME	IN CONTI	RACTS: 3						
- 0.40 0.41 0.51 - I			CE	1 - N		0.6	T	S	
- 0.65 0.60 0.66 - - 0.90 0.82 0.86 -		BA	SE	EN	UIN	GR.	AlE	5	
Pais 2,294		%				%			%
o '	ABN Bank	11		harterhouse		. 11		Greafelf	11
	Adam & Company	4 65		Hibank NA .		11	An	edit Corp. Lt	ـــ 11
E YEN (IMM)	Affici Durbit & C			anone San By Merchan		11245	Wat 15th	, or Kewan al Girobank	_ ;;
per Y100	Altied Irish Back			Jydesdase Bi		ñ		strokster _	II II
Latest High Low Pres.	Americas Exp. M			oura. Bk. N.		11	Northe	ra Bank Lid.	11
0.6508 0.6514 0.6495 0.6513 0.6544 0.6551 0.6533 0.6551	Agero Bank	<u>"</u>		cosplicated		n		à Geo. Trust,	
0.6590	Henry Andreiter			o-operative				ans. Intl (UK	
HE MARK (UMM)	ANZ Banking Ameriates Can D			apens Popul Inncan Lavin		11		dai Trass (26) bael & Sons "	
DO \$ per CHI	Authority & Co Li		la i	L. T. Trast	-	12		rghe G'rau	
Latest High Low Prev. 0.5488 0.5500 0.5453 0.5476	Banco de Bilbao	11	- 1	grator'i T:	et C'p sic	11		ik of Scotlan	
0.5459 0.5468 0.5422 0.5445	Bank Haposian_	11		seter Trust		11/2	Royal 1	rest Bank_	11
0.5488 0.5500 0.5453 0.5476	Back Leurs (UK)			Jeancial & G				rd Chartered	
IONTH EUROSOLLAR (IMM) to of 100%	Bank Credit & Co Bank of Cyprus			Test Nat. Fig First Nat. Sec		11년		: Saviogs Bol lorigage Exp.	
	Bank of Institut	_ "		usi nat se obert Flemi				Bk of Kuwas	
93.60 93.62 93.58 93.60	Basic of India	11		lobert Frase				Mizrahi Bani	
	Bank of Scotland.	22	- 6	rindays Bar	k	#12	Westpa	c B'oking i	Corp 11
93.66 93.71 93.67 93.66 93.58 93.61 93.57 93.55	Banque Belge List			ejoness Mah		11		ver Laidley	
93.42 93.45 93.39 93.40	Bayclays Bank	<u> </u>		(FC Trast &)				re Bank	
93.22 93.25 93.22 93.20	Beachmark Tat Li			karibro βank Janiarkia J. C		. 11	or Marcha	rs of th	Accepting

EUROPEAN OPTIONS EXCHANGE

This advertisement compiles with the requirements of the Council of The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited. ("The Stock Exchange"), and does not constitute an offer of, or invitation to subscribe for or purchase, any securities.

Hill Same:
 C. Hoare & Co

Hengkong & Shangir' 11 Linyd: Bank 11 Mase Westpar Lid, 11

National Australia 🚜 Bank Limited

(Incorporated with limited liability in the State of Victoria, Australia)

Yen 15,000,000,000 Step-up Coupon Notes due 1992

Issue Price 101% per cent.

The following have agreed to subscribe for the Notes:-

Nomura International Limited

Yasuda Trust Europe Limited

Barclays de Zoete Wedd Limited

Mitsubishi Finance International Limited

Application has been made to the Council of The Stock Exchange for the Notes to be admitted to the Official List. The Notes will be issued in bearer form in the denomination of Yen 1,000,000 each. The Notes will bear interest as from 3rd March, 1987 payable annually in arrears on 3rd March at the rate for the first two years of 1 per cent. per annum and thereafter until maturity at the rate of 7.825 per cent. per annum.

Listing particulars relating to National Australia Bank Limited and the Notes are available through Extel Financial Limited and copies may be obtained during usual business hours up to and including 2nd March, 1987 from the Company Announcements Office of The Stock Exchange and up to and including 11th March, 1987 from:-

Nomura International Limited. Nomura House, 24 Monument Street, London EC3R 8AJ.

Rowe & Pitman Ltd... 1 Finsbury Avenue, London EC2M 2PA.

The Chase Manhattan Bank, N.A., Woolgate House, Coleman Street, London EC2P 2HD.

25th February, 1987,

Have you got a few words

to say to your Bank Manager? RATHER SURPRISINGLY QUITE A FEW BANK MANAGERS HAVE MORE THAN A FEW WORDS TO SAY TO THEIR BANK MANAGERS ALSO!

In banking jargon it is called CORRESPONDENT BANKING and the people who sell it are politely called "Bank Calling Offices." Nevertheless they are salesmen and their job is to sell the services and facilities of their own bank to other banks. As with any consumer, Industrial or commercial product, awareness of the corporation behind the product, and its management, is an essential ingredient in selling. Contacts and loyatives built up over many years can dissolve rapidly which why advertising in THE BANKER regularly informs and influences the international banking community far beyond the

Over 70,000 readers in 130 countries read THE BANKER each month.

Say a few words to them regularly through the pages of the journal they read, respect and rely upon for essential manageme

A Financial Times Survey THE NEW TOWNS The Pinancial Times proposes publish a Survey on the above Friday March 27 1987 For a full editorial symopsis and details of advertisment positions please contact: ANDREW WOOD on 91-248 8000 Extr 4129 FINANCIAL TIMES Europe's Business Newspaper "The content, size and publicatio dates of Surveys in the Pinancis Times are subject to change at the discretion of the Editor."

33 LEISURE—Continued Financial Times Wednesday February 25 1987 INDUSTRIALS—Continued

February 25,

Partitioners of the control of the c

100 (100 m) (1

L-vorterminger in the contraction of the contractio

sale of its 50 per cent sharehol-

ding in Carling O'Reefe to Elders IXL for £97m.

Among Trusts, Edinburgh and Financial Trust fell 4 more to 47p after the figures and reorganisa-

The oil sector exhibited extreme

nervousness over OPEC's ability to control output and therefore

prices and leading oil shares came

British Gas lost 12 to 75p with turnover sharply lower at 20m shares compared with the previous

Lourho moved up 3 to 266p in

response to news of the company's plan to raise £50m via a share issue

disappointment with bullion's performance triggered another set-back throughout mining markets.

Bullion dipped back below the

crucial \$400 level and touched \$399.30 before steadying and clos-

ing a net \$2 off at \$401.75 an ounce. South African sectors were

under pressure from the outset and retreated across the board before

international

on the Tokyo Stock Exchar

Oils lower

Account Dealing Dates First Declara- Last Account

Feb 19 Feb 20 Mar 2 Feb 23 Mar 5 Mar 6 Mar 16 Mar 9 Mar 19 Mar 20 Mar 30 " New time dealings may take place from 9.00 am two business days earlier.

A continuation of Monday's easier trend was reversed mid-way through the session yesterday and many blue chip issues closed with small net rises on balance. The absence of institutional selling encouraged equities to steady, and the main reason for the recovery was a port-folio buy programme. Two security were rumoured to have handled the deal and it was noticeable that one marketmaker was later outbidding competitors for a

number of leading stocks.

Earlier the market had reacted unfavourably to concern over Opec's ability to police members' produchy similar moves in other Latin American countries. Lloyds cheapened 3 to 484p and Midland closed unaltered at 619p, after 623p. Barclays, the next to report preliminary figures tomorrow— brokers forecast profits up by between 6 per cent and 8 per cent to about £900m—closed 2 down at 550m Elsewhere Mercury Intertion and hold prices at around \$18 per barrel. Brazil's indefinite suspension of interest payments to com-mercial creditors and the so far egative response of international forex markets to last weekend's industrialised nations' currency pact were other adverse influences.

The recent encouraging forecasts on the economy from both the CBI and LBS were pushed aside until the Prime Minister spoke yesterday at the Institute of Directors' annual convention. She reasserted her wish for lower taxes and said "Britain's industrial base is now healthier than at any time for at least a

The statement helped to revive investment activity and brought a resumption of the recent strong advance in values. Down 15.2 at 9.20 am, and showing fresh losses until 1.30 cm, the FT-SE 100 share index was pushed higher by a fir-mer Wall Street trend and closed

the day 7.1 up at 1946.8.

Glaxo responded strongly to a before rallying to close a couple of major US presentation, simulpence better at 347p. Elsewhere, Sun Life edged forward a couple of the statellite to the UK, at which ten new products between now and 1990 were announced. Wellcome also surged announced. Wellcome also surged higher following a meeting with UK financial analysts and the possibility of a similar seminar in the US. A report that Hougkong entrepreneur Li Ka-Shing was ready to launch a tender ofter for after 131p, compared with the 30 per cent of Pearson shares caused the latter to comment " we have no reason to think there is any truth in the story wbatsoever.

Another good performance by sterling—the rate improved further on both the dollar and the drew European investors to Gilt-edged stocks. Most maturities made progress and the FT Government Securities index reached its highest point since

volume was slightly disappointing, however, and a leading trader commented that although only 6 chesper on balance at 637p. market fundamentals remained Tarmac, down to 527p at one stage, good, domestic investors were subsequently edged forward and now showing a lack of zest. Many finished at 529p, a net loss of 7, appeared to be content to await Among Timbers, Meyer Interpositive moves regarding UK national, a firm market of late on positive moves regarding UK national, a firm market of late on interest rates and others were takeover hopes, came back 10 to of Debenhams. Harris Queensway edged forward a penny to 1999, fits established during the recent sustained run. In its latest view-point, Citicorp Scrimgeour Vick-laide Steamship of Australia tion into the company's takeover hopes, came back 10 to of Debenhams. Harris Queensway edged forward a penny to 1999, but Woolworth came on offer at 762p, down 8. Among Shoe conpoint, Citicorp Scrimgeour Vick-laide Steamship of Australia

Portfolio buy programme helps Equities regain early company. Property development hopes continued to boost South-

losses and close higher on the day ers Securities suggests that Gilt yields are discounting events a long way ahead. nopes continued to boost Seath-end Stadium, up 39 more at 486p, while Rosehaugh, still reflecting 7.9m shares changed hands) follow-ing yesterday's presentation to analysts and investors, the shares moving ahead on US and domestic NatWest make £1bn

	Feb.	Feb.	Feb.	Feb.	Feb.	Year	196	M87	Since Co	cultation
	24	23	26	19	18	ago	High	Low	High	Low
Government Secs	87.66	87.60	87.22	87.07	86.74	85.05	91.57. (18/4/66)	80.39 (2071.96)	127.A (911/35)	49.18
Fixed Interest	93.26	†93 <u>18</u>	93.40	93.58	93.46	89.57	97.68 (07/86)	86.55 (23/1/86)	105.4 (28/11/47)	50.53 (3/1/75)
Ordinary 🛡	1,559.2	1,556.9	1,567.0	1,542.5	1,555.0	1,264.2	1,567.0 (20/2/87)	1,094.3	1,567.0 (20/2/87)	49.4
Gold Mines	308.2	313.7	300.9	288.2	293.0	336.3	357.8 (22/986)	185.7 (18/7#86)	734.7 (15/2/83)	43.5 (26/10/71)
Ord. Dir. Yleld	3.65	3.65	14. 5	3.67	3.65	4.17	S.E. ACTIVITY			
Earnings Yid.%(full)	8.52	8.57	8.50	8.63	8.59	9.98	Indices		Feb. 23	Feb. 20
P/E Ratio (net) (*)	14.38	14.30	34.42	14.20	14.26	12.51	GR Edged Bargains		166.4	1523
SEAG Bargains (5 pm)	44,104	53,082	50,884	52,817	63,092	_	Equity Bar	aios	436.6	466.4
Equity Turnover (£m)	_	1.401.01	1.567.11	1.838.53	1.741.76	933.21	Equity Value 5-Day Average		2831.8	3167.5
Equity Bargains	_	67,380	71,976	76,243	75,230	40,959	Gift Édged	Bargaios	158.8	155.6
Shares Traded (mi)		588.3	664.3	668.4	687.7	392.3	Equity Bargales			470.0 3213.5
	10 a.m. 1550.5		a.m.	Noon 1550.6		p.m. 553.8	2 p.m 1556.		p.m. 556.0	4 p.m. 1553.4
Day's High 155	3.6	ay's Low	1545.4	-		rrection				
Basis 100 Gord. Sees 15/10/26. Froet Int. 1928. Ordinary 17//35. Gold Mines 12/975. SE Activity 1974, "MR=13.84.										

recently reduced its stake in the company to 6.85 per cent. Alfred McAlpine firmed 10 to 514p following the excellent annual results while Angle United added 3 to 45p in reply to press comment. Speculative buying lifted Ben Bailey 6 to 65p. Pelypipe, still drawing strength from the good results, rose 8 more to 231p.

Chemicals were featured by Laporte which gained 20 to 515p on the appointment of Dr D. M. Cresswell as an executive director, Dr Cresswell was formerly with Well-come Yorkshire Chemicals firmed 7 to 230p awaiting today's preliminary results, while Hickson International gained 23 to 530p in a market short of stock ICI, annual results due tomorrow, were % dearer at £14%.

An upgrading by Wood Macken-zie of Rainers' January '88 profits projections from £33m to £37m helped the shares close 5 higher at 318p. Elsewhere in Stores, Milways were 1p dearer at 107 Ap.
Breweries traded on a rather quiet note. Among the few movements worthy of note, Whithread ended 6 lower at 304p following a recommendation by BZW to switch to Bass, which closed unaltered at 346p.
Dull initially, leading Buildings picked up quite smartly to close with only minor falls on balance.
BPB Industries reacted to 626p. at 318p. Elsewhere in Stores, Miller and Santhouse soared 41 further to 275p on demand ahead of the interim figures scheduled for March 12, while speculative buying prompted improvements of around 12 in Combined English, 244p, Smallbone, 245p, and Wigfalls, 185p. Stermgard, on the other hand, relinquished 1½ to 12p, after 11½, in the wake of Jennifer d'Abo's resignation as a director. d'Abe's resignation as a director. Leading Stores plotted an irregu-lar course. Burton, at 273p, retrieved 3 of the previous day's fall of 11 which followed a Press report that the DTI had not ruled out the possibility of an investigation into the company's takeover of Debenhams. Harris Queensway

a two-day advance of 95 to 490p on mic, while takeover hopes left further consideration of the excellent half-year figures.

Systems Designers rise

Systems Designers provided a firm feature in the Electrical sector, touching 100p before closing 18 higher at 95p on the announcement that British Aerosannouncement that British Aerospace had acquired a 15 per cent stake in the computer consultancy concern at around 100p per share. CAP, at 198p, and Legica, at 292p, jumped 5 and 22 respectively in sympathy. BAe closed 12 down at 681p. Synapse Computer moved up 11 to 248p and VG Instruments gained 16 to 471p. Atlantic Computer rose 27 to 425p and speculative gamen to to 41p. Attaine Compu-ter rose 27 to 435p and speculative support also helped Burgess Pro-ducts rise 15 to 238p. Another heavy trade was transacted in Bacal—ITm shares changed hands vesterday which followed 34m on Monday—as US investors continued to warm to the group's Vodaphone operations ahead of a

forthcoming management visit to New York, the shares closed 1½ easier at 2½5p. British Telecam, however, helped by Traded Option activity, closed 3 higher at 247p, after 245p. The Engineering leaders were inclined easier, with Vickers drifting back to close 8 lower at 496p on profit-taking foilowing com ment on the preliminary figures. GKN gave up 6 at 339p and Hawker closed a few pence at 529p. Secondary issues, however, provided several noteworthy gains. Press mention left Whessee 14 to the good at 122p, while Braithwaite, still reflecting expansion hopes, advanced 7 more to 295p. Birmid Qualcast, up 8 further at 264p, continued to move ahead on the bid approach from Hepworth Cera-

Camford up 6 more at 137p. Speculative activity revived in Dewnibrae, 20 to the good at 85p, but profit-taking clipped 5 further from Laird Group at 327p. Chem-ring rose 25 to 615p in a limited market, while TI closed 10 dearer at 623p following news that the proposed acquisition of Armeo Inc. had received merger clear-

ASDA-MPI attracted a flurry of buying interest ahead of an analysts' meeting and gained 9 to 168p, but other Food Retailers were rarely altered. Profit-taking elipped 7 from Tate and Lyle at 732p and 8 from Unitate at 357n Hillsdown, still on the expansion trail, shed a penny to 266p after 262p, while Banks Hovis McDongall lost 6 at 314p. Avana accompany for 6 at 314p. Avana slipped 8 to 733p awaiting bid developments, while Rowntree Mackintosh eased 6 to 483p. Else-where, Iceland Fruzum Foods attracter support at 315p, up 11, while Sidney C. Banks advanced 17

to 460p in a restricted market.

Among Hotels and Caterers,
Kennedy Breekes attracted support following a broker's lunch
and rose 16 to 312p, while London
Park Hotels moved up 15 more to 678p, awaiting news of the bid approach. Stakis added a couple of pence to 83p following Press

Glaxo advance

buying to close 12 higher on the day scrip issue proposal and £6m at £15%. Wellcome, the subject of share placing, but Rush and Tomp-Japanese and US support finished kins gained 14 to 275p on the Japanese and US support finished kins gained 14 to 275p on the 42 to the good at 482p in a volume of announcement that clients of 8.9m shares. Elsewhere in the miscellaneous industrials sector, AAH their stake to 17.61 per cent. Egerresponded to the agreed offer for ton Trust attracted buyers at 142p.

Ayrton Securities with a rise of 13 up 5, while Rivlin put on 6 to 151p; at 318p, while Low and Bonar, the latter's annual control on March 4.

Rothmans International jumped Bothmans International jumped Securities buy recommendation, advanced 9 to 305p. Expansion hopes left Nash Industries up 15 further at 225p, while Highgate and Job were good again and closed a similar amount dearer at 275p. Speculative demand left J. H. Fenser 15 to the good at 180p and Pearson dearer at 562p. Bullers gained 5 to 60p in response to the preliminary results, while Norcros hardened 6 more to 351p on the Bunzi stake. Satisfactory half-year results left United Packaging 31/2 higher at 120p. Speculative buying in a restricted market prompted a sharp gain of 25 to 520p in Parker Knoll A, but US favourite Reuters were a dull market at 655p, down

Radio independents made fresh progress ahead of the Capital Radio launch. Radio City gained 19 to 83p, while Radio Clyde rose 5 to 85p. Picadilly Radio firmed 7 more to 70p. Elsewhere in the Leisure sector, Stanley made fresh progress in the wake of acquisition news to close 15 higher at 301p. Lee International firmed 5 to 207p following the good interim results. Campari gained 8 to 140p on speculative buying while Brent Walker firmed 6 more to

Reflecting the London evening newspaper circulation war. Associated Newspapers dropped 30 to 498p and News International declined 12 to £24%. Elsewhere,

Property sector. Marler Estates were outstanding at £10%, up 1%, on news that the company is buying Queens Park Rangers Football Club for some £5.5m which is expected to lead to residential development of residential

NEW HIGHS AND LOWS FOR 1985-87

NEW MIGHS (161)
BRITISH FUNDS (7), BUILDINGS (16),
CHEMICALS (7), STORES (8),
ELECTRICALS (12), ENGINEERING
(12), FOODS (6), HOTELS (1),
INDUSTRIALS (36), INSURANCE (2),
LEISURE (6), MOTORS (4),
NEWSPAPERS (2), PAPER (5), NEW LOWS [3]
CAMADIANS (1) Natril. Susiness
Systems, STORES (1) Elect. Speciality
Prods., TRUSTS (1) India Fond.

analysts and investors, the shares wood settled 5 off at 533p following moving ahead on US and domestic the annual results, 100 per cent

365p on expansion hopes.

Lucas, interim results expected around the middle of next month, came under selling pressure and dipped 20 to 590p, but other Motor

fevourable trading news beloed Metal Bulletin rise 16 to 136p, while John Waddington revived with an improvement of 12 at 220p. Secondary issues provided the significant movements in the

Glaze were actively traded (some Craven Cottage, Fulham FC's foot-

PROPERTY (15), SHOES (2), TEXTILES (1), TRUSTS (17), GILS (2), MIRES (1).

FT-ACTUARIES INDICES

the Institute of Actuaries and the Faculty of Actuaries

As widely forecast, NatWest

vesterday became the first UK

bank to break the £1bn profits bar-

rier, reporting annual pre-tax pro-

fits up 26 per cent to £1.01bn and a

better-than-expected 1412 per cent

dividend increase. The shares rose to 628p in initial response to the news before drifting back gra-

dually on a turnover of nearly 5m

shares to end the session only a

penny dearer on balance at 618p.

Sentiment among the other clear-ers was clouded by fears that the

auspension of interest payments by Brazil would likely to be followed

by similar moves in other Latin

550p. Elsewhere, Mercury Inter-national jumped 15 to 386p follow-

ing revived speculative buying; dealers await further news regar-ding the proposed flotation of Mer-

cury Managed Fund. Guinness Peat found support at 96p. up 3, while Morgan Grenfell remained triend-

Buying in anticipation of tomor-

row's annual results helped Royals revive and close 10 dearer at 999p;

Wood Mackenzie forecast pre-liminary pre-tax profits in the region of £250m against £41.4m. Commercial Union, meanwhile, were volatile and during the

course of a turnover of 51/2m shares, the price dipped to 340p

pence more to 975p on hopes of a bid from the TSB. Equity and Law, in which Mr Ron Brierley's IEP Securities holds a near-21 per cent

placing price of 120p. British Air-

ways were ip dearer at 1071/ap.

	EQUITY GROUPS & SUB-SECTIONS	Tuesday February 24 1987							Fri Feb 20	Thurs Feb 19	(skiuarr) sito Aest
FI	gures in parentheses show number of stocks per section	Index No.	Day's Change	Est. Earnings Yield % (Max.)	Gross Div. Yield% (ACT26 29%)	Est. P/E Ratio (Net)	nd adj. 1987 to date	Index No.	ladex No.	Index No.	Index No.
1	CAPITAL GOODS (208)	837.54	-0.2	7.60	3.15	16.66	1.40				
2	Building Materials (27) Contracting, Construction (28)	1011.79	-0.6	7.73	3.22	16.24	0.72				710.75
3	Contracting, Construction (28)	1414.56	-0.2	6.80	3.32	20.24	1.72			1407.63	
9	Electricals (12)	1975.44	-0.2	7.63	3.97	16.83	1.39				1844.83
5	Electronics (38)	1996.07	+0.1	7.78	2.19	16.97	6.13			1821.02	
6	Mechanical Engineering (61)	475.30	-0.5	8.46	3.51	15.10	0.76	477.77			371.09
8	Metals and Metal Forming (7)	431.81	-0,4	8.41	3.45	14.45	0.00	433.48	436.85	428.45	300.10
9	Motors (15)	329.34	-1.3	8.38	3.19	13.76	0.00	333.82			267.04
10	Other Industrial Materials (20)	1418.36	+0.8	6.29	3.85	18.99	2.64			1396.29	
21	CONSUMER GROUP (186)	1147.38	+0.7	6.37	2.77	20.19	2.33	1139.34	1151.27	1133.33	844.33
22	Brewers and Distillers (22)	1035.67	-0.7	8.26	3.35	15.23	3.55	1042.96	1059.40	1051.24	838.82
25	Food Manufacturing (25)	856.64	-0.4	7.83	3.32	16.80	1.30	860.31	864.60	852.10	603.35
26	Food Retailing (16)	2128.66	+0.5	5.93	2.60	23.44	9.65	2117.37	2136.49	2084.21	1855.03
27	Health and Household Products (1.0)	2391.83	+4.2	3.97	1.59	29.18	0.28	2295.23	2305.16	2228.81	1447.09
29	Lelsure (31)	1148,40	-0.4	6.59	3.61	19.99	8.19	1152.59	1157.91	1145.78	870.76
31	Packaging & Paper (14)	575.15	-0.2	6.15	2.91	21.12	0.38	576.38	584.87	586.21	421.05
32	Publishing & Printing (14)	3526.97	-0.6	5.76	3.23	22.33	3.41	3547.51	3591.36	3614.87	2118.63
34	Stores (37)	944.38	+0.1	6.78	2.87	20.03	1.25	943.54	961.14	952.25	802.97
35	Textiles (17)	679.87	-0.9	7.68	2.98	14.99	0.17	685.94	693.74		472.57
40	OTHER GROUPS (88)	973.00	+6.5	7.95	3.44	15.59	1.67	968.13	973.32	956.92	767.46
11	Agencies (17)	1327.06	-0.8	4.70	1.86	28.78	3.33	1337.54	1357.94		6.0
92	Chemicals (21)	1290.26	+0.8	6.88	3.27	17.70	2.85		1278.72		257.22
43	Conglomerates (13)	1251.50	_	7.00	3.49	16.90	2.00		1260.94		6.0
45	Shipping and Transport (11)	1889.20	+0.2	7.10	4.21	17.05	0.00			1894.61	1532.24
47	Telephone Networks (2)	982.67	+1.1	9.52	3,92	14.33	1.09		976,94		887.31
48	Miscellaneous (24)	1320.93	+0.3	9.23	3.18	12.20			1322.97		973.97
49	INDUSTRIAL GROUP (482)	1032.22	+0.4	7.11	3.05	17.81		1027.77	1034.21		788.63.
51	Oil & Gas (18)	1555.63	-0.4	16.90	5.55	11.60			1593.91		1127.00.
59		1075.59	+6.3	7.59	3.36	16.67					
51	FINANCIAL GROUP(117)		+0.5	/.37		19.9/				1064.32	818.76
2	PINANCIAL GRUUP(11/)	683.09			4.12		8.57	683.41		684.96	560.11
5	Banks (8) Insurance (Life) (9)	739.99	-0.1	17.17	4.97	7.99	0.69	740.76		750.96	
8	Insurance (Composite) (7)	975.44	-0.6	-	3.98		0.00	981.15	989.73	975.25	821.62
7		546.67	-0.2		3.97		0.00		555.68		
.8	Insurance (Brokers) (9)	1187.27	-0.4	8.11	4.46	16.03	1.58			1186.45	
59	Property (47)	382.99	+1.1	=	3.00		0.02	378.73		376.29	
70	Other Chancin (26)	878.89	+0.5	5.46	3.35	23.84	8.75	873.41	881.54	877.34	
	Other Financial (26)	425.10	-0.4	7.55	3.59	16.92	1.47	426.91	428.14	424.10	
73	Investment Trusts (96)	947,47	+0.2		2.45		2.12	945.85	955.87	952.81	690.19
31	Mining Finance (2)	370.25	-0.7	8.27	4.34	14.21	0.00	315722	374.01	369.67	280.62
91	Overseas Traders (12)	867.52	+0.4	9.30	5.17	13.06	10.04	863.80	877.33		652.92,
99	ALL-SHARE INDEX(727)	968.28	+0.3	_	3.47	-	2.73	965.86	974.35	960.83	743.92
		Index	Day's	Day's	Day's	Feb	Feb	Feb	Feb	Feb	Year
		No.	Change	High	Low	23	20	19	18	17	300
	FT-SE 100 SHARE INDEX 4										

- 1	FIXED INTEREST							AVERAGE EROSS REDEMPTION TIELDS	Tires Feb 24	Mon Feb 23	(approx.) Syo
	PRICE INDICES	Tues Feb 24	Day's change %	Mon Feb 23	xd adj. today	ad adj. 1987 to date	2 3	British Government Low 5 years Coupons 15 years	8.60 9.46 9.47	8.64 9.46 9.47	9.43 9.79 9.80
2 3 4	British Government 5 years 5-15 years Over 15 years Irredeemables All stocks	122.41 138.25 146.10 160.68	+0.05 -0.07 +0.15	122.40 138.17 146.20 160.43 135.38	1111	1.45 2.55 2.16 1.28 2.12	5 6 7 8 9	Medium 5 years. Coupons 15 years. 25 years. years. High 5 years. Coupons 15 years. 1rredeemables 9	9.81 9.70	9.69 9.69 9.57 9.85 9.85 9.60 9.39	10.66 10.16 9.91 10.79 10.34 10.05
6 7 8	Index-Linked 5 years Over 5 years All stocks	118.53 121.04 120.64	+0.12 +0.10 +0.10	118.39 120.92 120.52	- -	0.83 0.68 0.70	13 14 15	Index-Linked	2.68 3.37 0.99 3.20 10.57 10.54	2.75 3.37 1.05 3.21 10.64 10.60	4.25 1.71 3.19 1.54
-	Preference			120.56 84.08		1.01 0.54	17	25 years	10.51	10.56	10.93

ning Index 1928.7; 10 am 1931.2; 11 am 1925.4; Noon 1933.0; 1 pm 1937.6; 2 pm 1942.1; 3 pm 1943.5; 3.30 pm 1940.6; 4 pm 1940.0 † Flat yield. Highs and lows record, base dates, values and constituent changes are published in Saturday issues. A list of constituent is available from the Publishers, the Financial Times, Bracken House, Camon Street, London EC4P 48Y, price 15p, by post 28p

Corrected Indices and Yields for Index-Linked and Debentures and Preference for 23.2.1987.

17 32 70 46 75

9 14 25

220 240 250 35 21 10 40 27 16

240 240 280

37 28 21 #3 --10 23 36 19 28 41 staging a minor rally as the metal

Platinums moved against the general trend and Impala rose 53 to 834p as Continental operators switched out of Rustenburg. 20 down at 793p. "Johnnies." a major player in South African platinum, moved up a point to £77%

UK-domiciled issues showed Consolidated Gold Fields 6 ahead at 758p but ETZ retreated 13 to 739p. Greenwich Resources, a strong market on Monday attracted profit-taking and dipped 4 to 189p. Elsewhere, buying in a thin market lifted Geever Tin 11 to

night domestic markets prompted a widespread decline throughout Australian issues.

Traded Options

Of the 46.883 total number of traded option contracts completed yesterday, 33,660 were calls and 13,223 puts. British Gas again fea-tured, recording 5,696 calls—1,762 in the April 70s' and 1,500 in the April 80s'. British Telecom were also popular, recording 4.534 calls and 1,522 puts. Over 1,300 calls were taken out in the May 200s' and 1.085 were done in the August 220s'.

Traditional Options

- First dealings Last dealings
- Last declaration
- off sharply at the outset before staging a raily. At the close, BP showed a 4 gain at 727p, after an opening level of around 712p. Britoll—in receipt of a "sell " recom-mendation by Greenwell Mon-tagu—dipped 4½ to 167½p. Enter-prise 01 lost 6½ to 186½p, LASMO 3½ to 179½ and Tricentrol 3 to 76p. For Settlement

For rate indications see end of Unit Trust Service Call options were taken out in B.
Elliott, Smith and Nephew,
Hampton Trust, Kwik-Fit,
Southend Stadium, John Williams,
Estaprint, Hanson Trust, Cifer, Retaprint, Hausen Trnat, Cifer, Atlantic Resources, Culleus, Cluff Oil, Senler Engineering, Telemetrix, Camford, Silentnight, Ashley Industrial Trust, Polly Peck, Nerfolk Capital, Bula Resources, Greenwich, Bassett, Burndene, Tranwood, Glanfield Lawrence, British Gas, Unigroup, Dinkin Wael Eng. Dinkie Heel, H. P. Bulmer Bexmere, Parkdale, Condor Group and British Airways. Body Shop were dealt in for the put, while double options were transacted in Rotsprint and Talbex.

TRADING VOLUME IN MAJOR STOCKS

ASDA-MFI _ Ladoroke Land Securities Legal & Gen. Licyds Bank 536 543 543 546 462 636 315 550 846 530 693 287 107 658 757 248 273 382 273 382 273 382 576 RHM Recklit & Col Recklint Cable & Wire Cadbury Schwps..... Coats Viyella...... 5,515 1,900 787 1,400 78400 923 536 4,600 7,826 693 2,100 3,300 216 693 2,100 3,300 3,300 3,300 3,300 3,300 491 4,900 4,300 4,900 4,300 4,900 4, STC
Santhi & Santhi
Seimbury
Scott & Newcasie .
Seara
Sedowick
Shell Trons
Shell Trons
Storehous
Storehous
Storehous
Storehous
TSB
Tannes 701 698 1,200 1,500 3,500 3,500 2,600 1,400 2,600 414 1,000 1,000 2,900 2,800 2,800 2,400 8,900 1,300 1,300 1,600 Imp. Cont. Gas

RISES AND FALLS YESTERDAY

Same 27 65 541 271 54 10 81 55 61 5 484 169 14 1 24 24 912 1104

LONDON RECENT ISSUES EQUITIES

High Low 307. 80½ 65
— 63 37
344 119½ 104
2073 133 123
5/1 121 107
5/1 29 24
— 87 80
14/1 121 88
30/1 182 166
23/1 164
— 121 104
— 121 104
— 121 104
— 53 50
— 50 52
— 109 101
— 131 129
— 106 97
27/2 195 148 #Avesco (Reg) 1p
#Border TV
British Aleways
Date Group 10p
#Gayner Group 10p
#Harmony Letture 5p
#Harmony Letture 5p
#Harmony Group 5p
Moskyns Group 5p
Mit. Research 5p
Mit. Research 5p
Maximum Tst. Inc.
Do. Capital 50p
Matterus
Paritus French Inv. Tst.
#Paritus French Inv. Tst ## 125 \$110 \$94 \$70 \$100 \$128 \$144 \$100 \$100 \$120 \$100 +2 -1 +2 +2 -3 --2 +5

FIXED INTEREST STOCKS

Issue Price	Arount Palé	Lates Renunc	1984	587	Stuck	Closing	+ 67
_ £	LEP	Date	High	Lon		Ę	-
101.61 5000 75	650 F.A. F.P.	19/3 15/5	12% 52% 100% 121½0	100	Mid-Kent Water BL % Red Pri. 1997 Mid-Sesser Water 11% Red Deb 2012-16 Natiomente 1012 % Bds. 15/2/88 P. & O. 6 L % Cnv. Red. Pri	12 524 1004 120p	-Z
"RIG	HTS	" 0	FFEI	RS			
Issue Price	Arrount Latest 1996/7		96/7	Stora	Closing Price	+ 00	
PVILE	=	Date	Hígh	Low		p e	~
310 170	MI	16/3	78 pm 50pm			68pm	-2
175 480	MI	18/3	25 pm 93 pm	33 ₂ pm	*Carron St. Invs. 200	50pm 22pm	+2 -2
700	Name .	37/3	1 22	14		78em	+3

Renunciation date awally last day for dealing free of stamp duty. A Annualised dividend. 6 Figures based on prospecture estimates. 6 Dividend rate paid or payable on part of copies, cover based on dividend and yield. 6 Assumed dividend and yield after scrip issue. F Forecast chidden cover on earnings undated by latest insertin statement. 14 Dividend and Yield based on prospectus or other official estimates for 1987. L Estimated annualised dividend, cover and pie based on latest annual earnings. R Forecast annualised dividends, cover relates to previous dividending by Fraito based on latest annual earnings. Forecast, or estimated dividends; cover relates to previous dividending by Fraito based on latest annual earnings. Forecast, or estimated annualised dividend rate, cover based on previous relatest annual earnings. Forecast, or estimated annualised dividend rate, cover based on previous relatest on relatest on relatest on relatest on relatest on relatest on previous relatest on relatest on relatest on

ditional Options

Cealings

declaration

OR STOCKS

STERDAY

The section of the

WORLD STOCK MARKETS

· · · · · · · · · · · · · · · · · · ·		-	WO	KLD SIO	CK WAK
AUSTRIA	GERMANY Feb. 24 Price + or	NORWAY Price + or	AUSTRALIA (continued) Price + or Feb. 24 Aust. 5	JAPAN (continued) Feb. 24 Yan -	CANADA
Sch.	AEQ	Bergens Bank 190 Bergesen E 268 Christiana Bank. 311,5 DonNorske Cred., 169	Gen. Prop. Trest 2.75 Hardis Hames: 4.4 Hartogen Energy 3.15 Herald Wy Times 18.5 +0.2	MH1 534 +28 Mitsul Bank 1,260 +10	Sales Stack Bigh Low
Jungbunziauer 9,450 Laenderbank 1,990 + 10 Perimoseer 660 +9 Steyr Dalmier 149 +2 Voitscher Mag 945	Bayer-Hypo 430 +2 Bayer-Verein 420 -1 BHF Bank 420 -2 BMW 482 -4	£ikem	industrial Equity 5.34 Jimberiana F.P. 0.61 Kia Gra Gold 1.1 -0.1 Kidston Gold 7.5 -0.8	MKsukoshi 1,120 +50 NGK Insulators 2,340 +160	1 .
BELGIUM/LUXEMBOURG	Brown Boveri 284.5 - 2.6 Contractbank 347.6 - 2.5 Cont'l Gummi 504.4 + 1.4 Damier Benz 928.5 - 2.5 Degussa 462 - 2.5	Nortk Hydro	Lend Lease	86 Nippon Express 1,420 +90 Nippon Gakki	13759 AACA Int \$10% 10% 10% 17800 Abertord \$5% 450 10% 10785 Abuttor Pr \$37 56% 4500 Aprico E \$2376 28% 23380 Abutta En \$16% 156 100 Abutta N \$14% 14%
Bang.Gen. Lox 15,550 Bang.Int.A.Lux 15,550 Bekaert 9,500	D'ache Baboock. 332 : —3 Deutsche Bank 535 —11 Dresdner Bank 385 —4,8 Fold-Muchis Nbi 274 +0,5 Henkel	Feb. 24 Price + or Pta ;	North Skn Hill 9.450.6 Cakbridge 0.560.6 Pacific Dunlop 5.1 +0.6	Nippon Selko	112058 Alcan \$495 49 500 Algo Cent \$205 205 1571 Algoma St \$1074 10 7700 Asamera \$115 1114
Ciment CBR	Hoeset Warke 99.5	Bco Central	Pancontinental. 3.4 —0.8 Pioneer Conc. 3.5 +0.1 Piacer Pagific. 2.89 —0.1 Poseidon 6.9 —0.1 Queensiand Coal 1.47	Nissan Motor 600 1 —9 Nissan Flour 860 —10 Nomura	14590 Alco I f \$854 858 1800 Alco II 5914 918 2300 BCR A 52312 2214 500 BCR A 51014 1014 10352 BP Canada \$3714 37
GBL (Britt) 3,450 —10 Generale Bank 6,290 —10 Generale Bank 6,200 +20	Hussel 570.5 -1.5 Karstadt 444 +1 Kaufhof 475 -1 KHD 153.5 -1.5 KJOockner 55.9 -0.1	Sec Vizceya	Sentos	Orient Leasing5,450	200 Benister C S81, 63, 88420 Bit BCol 75 73 842905 Bit Mond \$355, 341, 814470 Bit NScot \$187, 181, 134373 Beti Cern \$411, 411,
K regietbank 4,270' —30 Pan Holding	Linde	Petroleos	Vamgas	4 Sanwa Bank 2,22060 5 Sanyo Elact 390 Sapporo 1,330 +10 Sekisui House 1,70010	58511 Bow Valy \$163, 16 5500 Bratome 130 120 1700 Branneles \$241 ₂ 241 ₂ 100720 Brascan A \$337 ₆ 333 ₆ 104265 Britington \$73 ₆ 71 ₂
Royale Belga24,468 + 5 Soc.Gars. Belge25,00 + 10 Sofina	Musnch Rusck	Feb. 24 Price + or Kronor - AGA 154 + 1 Alfa-Laval 8 288 - 9 ASEA Frosh 235 + 1	HONG KONG	Shimizu Constn	1800 Brenda M \$11% 111, 11220 BC ForP \$185, 185, 32545 BC Res 103 101 17405 BC Phone \$285, 285, 500 Brunswk \$121, 121,
Wegons Lits 5,500 -30	Rhein West Electi 231 +3 Rosenthal 270 -4 Schering 579 -27-5 Siemens 545	Astra (Free)	Feb. 94 Price + or H.K.3 — Bank East Asia 26 — 0.5	S'tomo Bank 3,080 +68 S'tomo Chem 710 +68 S'tomo Corp 950 -10	22652 CAE \$117, 113, 113, 115, 25 CCL B 5143, 14 40400 ClL \$281, 28 4250 Cad Frv \$327, 321, 24700 Cambridg \$26 257,
Feb. 24 Price + or Knr % - Battos Skand 880 -25	Varta 348 —5 Veba 270.5 +1.5 V.E.W. 157 +1.8 Verein-West 428 —5 Volkswegen 341.1 +0.1	Electrolity 2	Cathay Paoif c 5.5 +0.11 Cheung Korns 45.6 -1.5 China Light 21.4 -0.2 Evergo 0.79 Hang Seng Bank 46 Henderon Land, 5.15 -0.1	Taisei Corp 880 -5	16415 Camp Filk \$31\s 30\s 17005 Camp Res 190 18\s 3260 Camp Soup \$22 21 4050 Campen I \$24\s 24 1081 CCam Ru p \$1\s 15\s 15\s 15\s 15\s 15\s 15\s 15\s 1
Cop Handols'nk. 266 -12 D. Sukkerfab 356 -10 Danake Bank 324 -8 East Asiatic 197 -13 Forenade Brygg, 895 -10	Feb. 24 Lira	Sandvik	HK China Gas 93.9 +0.1 HK Electric 15.7 -0.4 HK Land	TDK3,540 -60	51383 CDC 1 5916 834 12400 Can Melt \$2012 2018 24124 C Nor West \$1612 1658 3050 C Packrs \$16 1514
GNT Hid	Banco Comne 23.810	Stora Kopparbrg 312 —3 Sven. Handidebk 415 Swedish Match 426 —2 Volyo B (Free) 308 —5	HK Telephone 14.70.1 Hutchison Wps 642 Indust.Equt.Psc. 24.20.3 Jardine Math 25.7 +0.7 New World Dev 10.40.2	Tokyu Corp1,700 + +180	1554 Can Trust \$60 59 4150 Cdn GE \$25 23 614848 Cl Bk Com \$211 ₈ 271 ₉ 43620 C Marconi \$223 211 ₈
Sophus Berand 790 -15 Superios 164 ; -6	La Rinascants 1,145 -10 Montedison 2,840 -25	SWITZERLAND Feb. 24 Price: + or	Shell Elect	Toshiba Elect 622 -18 Toshiba Elect 622 +18 Toyo Seikan	508958 CP Ltd \$22% 21% 56269 CTire A / \$14% 13% 16812 CUUI A / \$19% 19% 900 CUUI B \$19% 15%
Feb. 24 Price + or Mka - 217.5 + 6.5	Olivetti 12,250 —35 Pirelli Co. 7,000 +20 Pirelli Spa 15,161 Salpem 4,490 —10 Sala BPD 4,710 +40	Adia Intl	Winsor inds	Yamaha	97690 Canfor \$2710 2532 1000 Canron A \$1812 18 2050 Gara \$1874 101 ₈
KOP	PRANCE	do. (Part Certa) 2,030; +20 Credit Sulsso 3,300; -30 Elektrowatt -3,650; -30 Fischer (Geo) -1,740; +5 Hoff-Roche PtCts/132,880; -1588	Feb 24 Price + or Yen -	SINGAPORE	
Rauma-Repola 20.5 -0.2 Stockmann '2' 159.5 + 3.5 UBF 'C' 360.6 Wartenia (\$11) 206.5 + 2	Fab. 24 Price + or Frs or Frs or Emprunt 44% 1975 1,555 +2 Emprunt 7% 1975 7,785 + 10	Hoff-Roche 1/1813,150 + 1280 Jacobs Suchard, 7,925 + 425 Jalmoll	Ajinomoto	Boustand Hidgs. 1.72 -0.85 Cold Stgrage 8.80 +0.02	NEW YORK DOW
NETHERLANDS	Emprunt 7% 1878-7,785 +10 Accor	Oer.Bushrie	Bridgestona	DBS	Feb Feb Feb Feb 24 23 23 23 24 25 25 25 25 25 25 25
ACF Holdings	CIT Alcatel 2,235 —2 Carrefour 5,640 —45 Club Mediter n 579 —1	Ska	Dai-lehi Kan. 8k. 2,55010 Dai Nippon Ink 6308 Dai Nippon Ptg 1,81030	Malay Banking 7.00 -0.18 Malay Utd. ind 8.10 -0.82 Multi Purpose 0.84	Transport 838.44 538.95 951
AMRO 85.1 -1.5 Bredero Cert 70 -3	Damert	Swiss Reince	Daiwa 860	Sime Darby 2.85 -0.87	7rading vol - 178.45a 175.7
Dordtsche Pet'm 196.5 —4.5 Eisovier-NDU 243 +3 Fokker	Eaux (Clo Gen)1,42012 Elf Aquitane 3354 Essitor 49010 Gen.Occidentale 1,2385 imetal	Zurich ine 7,150; -100	Fujisava	Straita Trig 4.08 -0.02 Tat Lee Sank 5.20 -0.02 UOB 6.30 -0.05	ted Die Yield %
Heineken	Lefarge Coppes, 1,416 -3 L'Oreai	Amgor 4.5 +0.15	Hitachi 1,020 -10 Hitachi Gradit 1,750 -50 Honda 1,340 -50 Indi, Bk, Japan 3,080 +20 Ishikawajima Hy, 485 +27	Price + or	STANDARD AND PROBS
KLM 42.6 +1.5 KNP 144 -1.5 Nat Ned Cert 72.7 Ned Mid Bank 175 Nedlicyd 162.1	Most-Hennessy ., 2,425 +16	ANZ Group	ishikawajimaky. 485 + 27 isizu Motor	Anglo Am. Coal 40	Feb Feb Feb Feb 24 23 22 22 23 23 23 24 24
Ommeren (Van), 55,8 +9.1 Pakhoed	Perrier	Aust. Nat. Inds 5.40.1 Bell Group	Ka)ima	Barlow Rand	Compacine 252.86 252.30 265
Rodames	Radio Tech	Srambles inde 5.5 -0.1 Sridge Oil 0.9 +0.00 HP	Kemishiroka 514 —1 Kenishiroka 520 —5 Kubota 465 +16 Kumagai 530 —30	Dreifontein	and div yield the
VMF Stork	8kis Rossignol 1,365 +14 Telemes Elect 3,310 +110 Thomson (CSF) 1,470 +2 Valee 502 +5	0RA	Kyocera	OK Sazas 14,5 1 Rembrand: 90 -1.5 Rust Plat 51,25 -0.55	Leng Say Band Yield
NOTES—Prices on this page oxchanges and are less traded to ad Ex dividend, at Ex scrip lesses. In Kroper.	ers se quoted on the individual	Comaico 'A' 2,8 -0,86 Consolidated Pet 0.53 +0,91 Costain Aust 5,9 -0,3 Elders IXL 4,98 -0,22 Energy Res 1.75	M'bishi Bank 2,470 + 10 M'bishi Chem 820 + 20 M'bishi Corp 1040 + 50 M'bishi Elect 497 + 2 M'bishi Estate 3,560 - 20	Safron 90 12.25 +0.25 SA Brows 17.75 Smith (0G) -1.25 -0.1 Tongaat Huletta 10.2 -0.1	R.Y.S.E. ALL COMMON Feb Feb Feb Feb ————————————————————————
			************		161.20 161.12 162.02 162.76 162 [25/1
OVER-THE-					TORONTO Feb
Such Sales Sigh Less Lass (Heds) Continued from Page 3	Retunit 584 15's Ricons 1.70 12 121 31's		Friend High Low Lest Charge Stack Ranks) 288 22 20% 274 + 114 LittleCi 1728 32 30% 31% + 114 LittleCi 178 4114 4654 4114 + 58 US H 228 387 37 38 - 15 US H	18 .72 8 713 274 264 264 - 14	Metais & Minis 2,422 Composits 3,471 MONTREAL Particlio —
PNC 152 10 904 48 474 48 Pacar 160a 18 44 5614 554 55 Pacar 10 7 1045 277 72 28	Rosetts.ton 9 60 214	384 375 - 4 Stryker 28 145 15 + 4 StuD8a 141 139 139, Subarus 38 112 2114 2194 Suffin 12 16	4/1 9 '64 8/1 + 1 105 S 788 215 21 215 + 1 10576	#60 .16 17 2262 121 ₈ 115 ₈ 12 - 5 Ref .40 20 1496 245 ₂ 265 ₄ 245 ₂ .60 501 97 ₂ 87 ₈ 87 ₉ + 3, Tra 1 13 1319 38 37 377 ₈ + 3, 1 24 20 61 181, 181, 181, 181, 181, 181, 181, 1	* Indicates pre-class figures
Patied 5 52 154, 159 16 Pa/Phr 29 1010 25 254, 24	7 2 Rouses 70 83 184 33 RyanFz 45 755 39 S S	325, 325, - 14 Summit 1,12 37 285, 2854 - 14 SumCet 19	177 6 5% 5% UnTell 489 2 11-16 2½ 2 11-16 + ½ UVaBs 576 18% 17% 18% 4 13- 1 Unterl	18 30 363, 365, 363, + 1, 12 1266 72, 73, 75, - 1,	Stories Pie
Paubir 27 118 23-2 23-6 23-7 24-6 23-7 25-6 23-7 25-6 25-7 25-6 25-7 25-6 25-7 25-7 25-7 25-7 25-7 25-7 25-7 25-7	SPIPS 05 27 1867 PIL	2019 24 2019 24 2019 24 2019 2714 - 1 105 2714 - 27 4119 4715 - 1 4119 4715 - 1 412 4715 - 1 9yeard 12 28 1	776 4% 4 4 214 7 5% 5% - % VLSI 77 5% 5% 5% 5% 85 5% 5% 5% 5% VM 2 Valley	VV	Brical 16.85m 24
Pentair 69 18 46 3112 31 31 PeoBnC 1 401 5514 544 545 PeoWst 80 204 245 245 PertSo 11 2438 145 14 14	Salcon 1.70 9 259 50% 5 + 1, Salcon 1.70 9 259 50% 5 Lludes 22 373 22 5 Spatis 1.76 15 274 533, 5 Salcon 1.70 15 274 533, 5 Salcon 12 150 111;	216 22 + 3 TCSYs .24 39	T T VaINH	1.44 6 736 40°9 40°8 40°3 ** ag bx 226 3°8 3°8 3°8 3°9 195 12°4 12°9 12°4 °* 10 10°5 28° 28° 28°6 28°6 4°6	D
Petrite 1 12 21 147 32% 31% 31% 31% 31% 31% 31% 31% 31% 31% 31	Salchi 3 100 204 473 473 473 473 473 473 473 473 473 47	143 143 150 18 374 265 + 7 Tanders 547 51 54 + 1 Tanders 547 54 55 + 7 Tanders 14	854 187a 177a 185a - 1 Volum	361 254 25 2512 - 4	Deere repor
Philid .T0e 15 1705 231 ₉ 231 ₄ 231 PicSavis 22 994 231 ₉ 235 PicGafa .48 17 35 23 23 23 PionGo .49 17 x48 251 ₄ 251 ₄ 251 PionH ¹ .04 17 549 344 347 347 PicyMg 34 1022 28 281 ₉ 29 PionCha.30a 4 785 121 ₂ 12 12 Pores 11 634 311 ₉ 301 ₉ 31 Pores 21 21 22 22 28 28 29 Pores 21 28 28 28 28 28 28 28 28 28 28 28 28 28	Scherer 32 213 168 1774 SchiAs 16 55 344 Scriph 50 159 3 87	17 17 25's 34 - 14 Telco Telco 43 2 36's 36's - 14 Telco 43 2 71Cmut 35's 36's + 3 Telco 43 2 71Cmut 4	854 187 177 181 - 1 95 44 45 47 1 1 772 317 50 313 - 2 82 451 400 404 - 24 705 7 68 68 4 1 82 457 757 751 + 24 Walker	W W	in Great area.
Ponchada 4 785 1212 12 12 12 Pores 11 634 314 304 315 Porest 121 89 77 7 Possis 15658 31 274 30 Poughav 8 66 185 185 185 185 Procis 12 25 718 554 535 18 Procis 22 68 19 187 18	7 ₈ - 3 ₉ Separate	46 46 -1 Telabe 29 17 174 Telabes 01 22	382 764 737 783 + 24 Wante 770 185 185 185 185 Wrst. 507 28 284 274 + 1 Waste 77 30 284 285 1 4 Waste 903 161 15 154 + 7 Waste 881 205 187 20 - 1 Waste 881 205 187 20 - 1 Waste	1.02 8 563 042 4 4014 4134 + 1 Is .48 4 3729 13112 2876 3114 + 212 11,166 15 2282 2014 1876 2014 + 12	By Our New York Staff DEERE, the world's large facturer of farm equipmen
PriceCo 38 2337 43 4219 43	String 72 31 2769 3876 Shrwat 2.04 9 270 47	12's 12's - \$1 TopAdd 15 58's 36's - 1 Trakau 467 46's 46's Trakus 71 18's 18's - 1 Trakas 71 18's 18's - 1 Trakas 71	775 100s 100s 100s + to 100s-50	25 63 221 214 2217 + 4	day reported a net loss of in the first quarter to Janu all its main US factories w
PresTH 24 102 471- 47 47 PrantO .16 69 853 117g 113g 117 ProgBs 7 63 22 211- 22 ProcCs .12 13 1549 305 207- 307	ShonSo 13 59 15% SignAl 28 32 201 45% Silicos 1413 207 14% Silicos 23 523 12°2 SignAl 30 301 10	1514 1514 TriadBy 30 4372 44 -1 Trimed 1312 1414 + 56 Trimed 1114 127 + 7 Tantop 1.28 10 614 129 - 1 Tantop 1.28 10 615 129 - 1 Tantop 1.28 10	75 1712 1712 1717 1 West-St. 775 104 105 1004 104 10 4 104 104 105 1004 105 1004 1 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	12 82 173 174 172 7 3 14 163 1512 1514 1512 1514 15 12 650 164 167 1674 1 13 12 2014 2014 2014 1 13 12 2014 2014 2014 1 14 163 151 26 36 36 104 21 91 441 441 448 105 25 16 23 16 214 1 1-1	pled by a work stoppage. T compares with a restated for the 1986 first quarter of
Prosign 70 15 503 54 91 97 9 Progle 70 15 509 194 184 184 19 Prvile .84 7 163 284 276 28 PgSd8s .72 12 4584 128 274 28 Puril8s .20 21 240 42 404 42 Questry 148 11 105 11	Simples .55 9 16 13% 14 + 3 Siziers 25 562 19 Smiths 15 151 26 + 1 3 Society 1 92 10 149 66 Society 1 92 10 149 66	13% 13% - ¼ 20Cnins 25 18% 16% + ¼ TyenTy 12 25 25¼ - ½ TyenTy 12 64 65% + % 24% 24% + ¼	890 9 84 89 Williams 1586 3212 3179 32 Williams U U Williams	1.10 16 15 371 ₂ 36 35 11.06 19 17 561 ₂ 561 ₄ 561 ₄ - 1 ₄	The stoppage, which beg gust 1986 and was finally s January 31 1987, all but w
Quantum 22 533 30 299 ₂ 30 Quistest 1439 141 ₄ 131 ₄ 141 RPM .72 23 517 25 241 ₄ 24	SoftwiA 19 871 18 SoftwiA 19 871 18 SoftwiA 19 875 18 SoftwiA 19 875 18 SoftwiA 12 733 145 SoftwiA 19 108 124	443 ₂ 443 ₄ - 1 ₄ UTL 185 13 153 ₄ + 2 ₄ Ungans 7 143, 143, Unit	164 28 274 28 + 14 1 utlander	2217 2214 2112 22 + 14 25.36 20 201 2012 2018 2018 - 18	production of industrial ec in the quarter and cut Nort can production of tractors machinery by more th
Raner 1.18 14 12218 475 4512 48 Reading 21 19 2318 2314 2318 Reeves 28 468 109 1014 10 Refac 100 11 11 1012 11	50 tgn .10 130 485 998 76 50 tgn .10 130 485 998 76 50 tgn 1.36 11 2578 3779 8 1 1 50 50 60 15 85 988 77 337 8	734 734 - 14 UACINS .04 100	004 15% 1412 1412 - 14 Worms 130 127a 1215 1214 - 15 Worms 130 127a 1215 1214 - 15 Worms 154 614 614 6 8 8 4 15 Worms 155 1224 22 2 - 16 15 Worms 155 1224 22 - 16 Worms 155 1224 22 - 16 Worms 155 1224 22 - 16 Worms 155 1224 1225 1224 1225 1225 1225 1225	X Y Z 45 463 u28 23 25½ + 2½ 63 10 17½ 18½ + ½	Worldwide sales revenue first quarter were down 32 at \$478m.
AgcyEl .20 288 6°3 6°4 6°5 6°7 6°6 6°7 6°7 6°7 6°7 6°7 6°7 6°7 6°7	79 1 8 Statible 20 42 510 812 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	77 ₂ 8 - 3 ₄ UBCol 1.08 12 154 ₆ + 15 ₄ UCampB1.04 10 154 ₆ + 15 ₄ UCampB1.04 10 UClyGs1.60 16 UnCoaF 50 6	109 u387 ₉ 373 ₄ 387 ₂ + 3 ₈ Xidex 308 23 223 ₈ 227 ₈ Xyusa 73 281 ₄ 281 ₄ 281 ₂ + 1 ₄ Yloufs 79 281 ₄ 253 ₉ 26 + 1 ₂ Zenhil 21 183 ₄ 187 ₂ 181 ₄ - 1 ₄ Zianilt	34.2774 1459 1475 1475 1475 15 32 450 17 1659 1659 15 15 15 15 15 15 15 15 15 15 15 15 15	But Mr Robert Hanson, of Deere, said that the co production did allow Dee
FELDRITH 563 234 5% 5% 5	* * 5 StowStv 150 145	144 + 12 UFINCS 80 15 x	15 32 32 32 Zondvn	. 20 Sept 274, 26/2 27/2 - 12	duce the very high levels stock with dealers, which is pered earnings even be strike. Dealers' inventories
	Chief arise above	Mercury Int	L 386 +15 Wello		had built up in the face of farm economy, feli \$221r quarter to \$1.86bn against
LONDON	Chief price change in pence unless otherwise inc	Met Bulletin Mill & Sant F Knot C A N	138 +18 Yorks 275 +41 FALL 520 +35 Associ	sh Chems 230 + 7 LS: c. News 498 -30	year ago. "We currently expec American retail demand

Rothmans

Royal Ins. .

Syst Des..

Radio Cly N/V

Southend Stad

318 +18 — 168 + 9 — 490 +30 — 180 +15 — £15% + 1%

ASDA-MFI

FII Group ..

Hickson Inti. 530 + 25 Keny Brookes 312 + 18 Laporte Inds 515 + 20 Logica 292 + 22 McAlpine (A.) 514 + 10

___ 83 ___ 85 ___ 231

998 488 + 9

+19 + 5 +12

Enterpr Oil.

Meyer Intl. News Intl.

Shell Trans

ORONTO 689 H Bay Co 5251, 45020 images 5351, 45020 images 5351, 52680 inco 5351, 500 (221310 | 13573 | 4378 | 500 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 600 | 6 \$97 At 16 At 17 At សុក្ស មានស្ថិតនៅក្នុង មានស្មានស្មានសម្រេច នេះ មានសម្រេច នេះ សម្រេច នេះ មានសម្រេច នេះ មានសម្តិ នេះ មានសម្រេច នេះ មានេះ មានសម្រេច នេះ មានសម្រាជា នេះ មានសម្រេច នេះ មានសាស មា

MONTREAL

										nd	ices	
NEW	YO	RK.	OW JOH	ES			7 ::		12			Fel 2
	Feb	Feb	Feb.	Feb.	Feb.	P _a		88/87	-	inpilation	AUSTRALIA	
	24	23	20	19	18	17	High	Low	High	Low	All Ord. (1/1/60) Metals & Mpls. (1/1/60)	165 76
ndustriet e	2.721.28	[2.235.29				119/2/8	22/1/8	\$2244.69 \$419/2/87	2 <i>772</i> 5	AUSTRIA Gredithk Aktien(\$6/12/64)	206.
insesport	939.44	58.55	1	ĺ	i			\$/1/M	1 (15/2/67)	12.32 (8/7/32)	BELGIUM Brussels SE (1/1/84)	414
(Printies	2200.50	225.41	227.02	221.96	221.3	3 224.82	2 227.83 (22/1/10		227.83	18.5 (D4/32)	DENMARK Copenhagen 8E(5/1/85/)	(u
rading vol	-	178.45a	175.75m		<u></u>	157,52	1-	Ŀ	-		FINLAND Unitas GenL (1976)	461
			L	Feb 20		Feb 13	Field B		Year Ago (/		FRANCE CAC General (51/12/22) Ind 's endance (51/12/25)	421, 108,
d Dire Yield	**			1.60		1.90	3.6		3.74			
TANDARD	AND POO	5			_	 -					GERMANY FAZ Aktien (51/12/68) Commerzbank (1/12/68)	587. 1711
	Feb 24	Feb 23	Fash 20	Feeb 18	Faib 15	Free	19 High	67 Law	Since Ca	Low	HONG KONG Hang Song Bank(61/1/84)	2941
destiris.	129.78	320.15		223.67	321.28	324.72	22172	224.48	324.72		ITALY Sence Comm. Hal.(1972	692.
omposite.	202.85	202.34	25.0	285.57	285.42	255.49	17/2/87) 285.57 18/2/87)	(22/1) 283,49 (22/1)	285.57	4.40 (1/N/32)	JAPAN ⁴⁸ Nikkel (15/5/48) Tokyo SE New (4/1)66)	2007 1781
			1	Jen		Jen I	. Jan	-	Year Age (NETHERLANDS ANP.CPS General (1878) ANP.CSS Indust (1978)	器
ci dir yield	*			2.66	1	21: 2.75	24	1	3.4	•	NORWAY Oslo SE (4/1/88)	124
el. P/E Ru nog Gay Ba	iio and Yield			18.57 18.91		9.34 9.92	18.5 7.3		14.5	-	SINGAPORE Straits Times (#0, 2/85)	1056
											SOUTH AFRICA	1000
\top	L COMMICH	T		957				Feb	Feb	Feb	JSE Gold (28/8/78) JSE Indust (28/8/76)	=
	23 28	Feb 19	High	Low	_ =	Mel tade	_	23	25 1,579	1,590	SPAIN Madrid SE (50/12/66)	254.
81.26 161	L12 162.63	162.76	182.82 (25/2/5)		9 (S) } S	ies		433 152	829 769 386	841 743	EWEDEN	2571,
		<u> </u>									SWITZERLAND Swiss BankOpn(51/12/68)	686
DREWTO			Feb 24	Feb. 23	Felb 20	Feb 19	H	11 gh	187 Le		WORLD MS. Capital Intl. (1/1/70)	_
	tals & Milyk Iomposito	_	2,422.8° 3,471.5°		3,541.7		3,552.6	(19/2/87) (19/2/87)	2,754.0	(17/2	es Saturda; Base value of all 1	
OWNERS IN	Character II.			. 100	704 0	1 044 7		01 M 1034	14 300 5	Jan M Mark	APP TO LOCAL TO A CONTROL OF	200

	Feb. 24	Feb. 25	Feb. 20	Fab. 19	. High	985/87 Low
AUSTRALIA All Ord. (1/1/80) Metals & Minis. (1/1/80)	1657.9 767,7	1604,3 779.0	1405.3 778.5	1589.6 759.6	7666,5(25/2/67) 766,0 (26,1/67)	1010,8 (2/1/86 481,1(20/1/85
AUSTRIA Gredithk Aktien(\$6/12/84)	208.85	203,66	204,77	204,65	288,94 (23/4)	200,37(18/2/6
SELGIUM Brussols SE (1/1/89)	4142,44	4141.00	4165,65	4172,15	4 68,57 18/2/67	2765,91(15/1/6
DENMARK Openhagen SE(5/1/65/)	(u)	(u)	206,56	297.97	250,76 (18/4)	186,28 (11/11
FINLAND Unitas Gent (1575)	461,1	468.8	452,7	(u)	482,1 (13/1/67)	256.5 (2/1/65
FRANCE CAC General (51/12/22) Ind 's endance (51/12/28)	421.5 108,1	421.1 185,5	419.7 105.8		425.7 (25/1/67) 108.4 (27/1/87)	
GERMANY FAZ Aktien (81/12/68) Commerzbank (1/12/68)	587,85 1715,0	569,55 1724,2	578,84 1747,2	591, 79 1756,9	765.88 (17.4) 2278,8 (17.4)	558,88/5/2/87; 1677,6(6)2/87)
long Kong lang Seng Bank(61/1/84)	2949,19	2079,01	2027.40	2775,8	2678,0(28/2/87)	1559,94 (18,5)
TALY Banca Comm. Ital,(1972	692,45	801,47	687,86	880,85	968,20 (20/5)	454,87(24/7/81
APAN ⁴⁸ likkel (15/5/48) lokyo SE New (4/1)68)	20078,5 1785,55	19340,5 1728,46	20000,4 1752,27	20228.1 1762,67	20228,1(19/2/67 1765,55(24/2/27	2981,8(21/1/8/ 1025,85(21/1/8/
NETHERLANDS ANP.CPS General (1978) ANP.CSS Indust (1978)	鑑	263,7 250,5	252.9 249.3	288.2 248.5	501.0 (5.8) 508.9 (18/6)	240,4 (\$/\$) 284,8 _ (\$/\$)
NORWAY Dalo SE (4/1/88)	206,11	894,58	88,788	582.85	402,91(16/1/86)	B\$1,61 (4/8)
SINGAPORE Straits Times (#0, 2/86)	1058,0	1062,10	1961,95	1046,62	1062, 10(25/2/87	585,84 (28/4)
SOUTH AFRICA ISE Gold (26/8/78) ISE Indust (28/8/78)	=	1894_0 7579,0	1864.8 1871.0	1808 1867	2121_0(15/1/87) 1579_0(25/2/67)	1109,1 /21/4) 1018,5 (2/1/86
SPAIN Madrid SE (50/12/65)	258, 10	256,25	252.18	245,53	255,36(25/2/97)	100,83(5/1/86)
SWEDEN Jacobson & P (61/12/66)	2571,11	2365,76	2870,02	2559,45	2672,78 (7/11)	729,57(23 /USS
WITZERLAND Swiss BankOpn(\$1/12/68)	150,S	558.5	168,1	876,5	825,5 (8/1/96)	457.2 (4/8/86)
WORLD						

e reports m loss st quarter

world's largest manuarm equipment, yester-l a net loss of \$192.6m larter to January when US factories were cripork stoppage. The figure ith a restated net loss first quarter of \$26.9m.

ige, which began in Au-i was finally settled on 1987, all but wiped out f industrial equipment or and cut North Amerion of tractors and farm by more than half. ales revenues in the were down 32 per cent

bert Hanson, chairman id that the collapse in lid allow Deere to rey high levels of unsold calers, which had hamngs even before the in the face of a weak ny, feli \$221m in the 1.86bn against \$2.6bn a

We currently expect North American retail demand for farm equipment during 1987 to be at about the same level as last year and industry demand for industrial equipment to be somewhat higher," Mr Hanson said. The reduction in receivables and the end of the stoppage would allow Deere to raise production 45 per cent in the re-maining three quarters of 1987.

167% — 4% 186% — 6%

£24% - 1/2

£10% - %

12 -1%

Harnischfeger receives \$356m takeover bid

Stocks Clusing Clause Trained Prica on Day 9.18m 727 + 4 8.98m 452 +42 8.88m 164 - 1 7.82m 275% + 19/19 7.30m 78 ench

BY OUR FINANCIAL STAFF

LONDON - Most Activ Stocks

HARNISCHFEGER Industries, the Milwaukee-based mechanical engineering group, has received a \$356m takeover bid from a group led by Cohmbia Ventures, a Miamibased private investment group.

Columbia, which holds a 7.3 per cent stake in Harnischfeger, said the offer – worth \$19 a share – was subject to the arrangement of financing, the negotiation of a definitive agreement and other conditions. Early yesterday, Harnischfeger's shares were trading at \$18%, ger's shares were trading at \$18%, group. up \$%.

Harnischfeger, in which Kobe earlier this month.

The cash element of the offer has In a letter to Harnischfeger's been raised from \$37.50 a share to board, Columbia said it would "continue the company in its present operating structure" if its bid were to succeed.

Harnischfeger in which Kobe series this month



durch Boten zu	Financial Times im Abonnement gestellt.
	Näheres erfahren Sie von Financial Times, Europe Ltd., Guiollettstr. 54, 6000 Frankfurt, Tel. 069/7598-0, Telex 416193
20	Näheres erfahren Sie
A VOUL	von Financial Times, Europe Ltd., Guiollettstr. 54,
Cer.	6000 Frankfurt, Tel. 069/7598-0, Telex 416193

Continued on Page 37

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING BIRE | pfB3.08e 6.0
BIRY | 3 1.68 | 4.3 8
BIRATY | 3 1.68 | 5.8
BIRATY | 66 | 8.8
BIRATY | 67 | 68 | 8.8
BIRATY | 67 | 68 | 8.8
BIRATY | 67 | 68 | 8.8
BIRATY | 68 | 7.8 8
BIRATY | 68 | 7.8 8
BIRATY | 69 | 7 35.231631.231632.21672164 262285555236352266352266352655116364525114565451146654 1800 2846 1803 2772 1803 2875 1803 2875 1803 2875 1803 2875 1803 2875 1803 2875 1803 2875 1803 2875 1803 2875 1803 2875 1804 2875 1805 2875 1805 2875 1805 2875 1805 2875 1805 2875 1805 2875 1806 2875 identor 1.80
identor 1.80
identor 1.80
identor 1.80
iliPow pt2.04
iliPow pt2.04
iliPow pt2.04
iliPow pt2.06
iliPow pt2.06
iliPow pt2.06
iliPow pt2.06
iliPow pt2.06
iliPow pt2.06
iliPow pt2.07
iliPow 48 484 774 3 546 21 225 116 429 160 218 107 170 433 137 1128 G powid pwid picks 53 per 6 pwid picks 53 per 6 pwid picks 53 per 6 pwid picks 54 pwid picks 55 pwid picks 54 pwid picks 55 pwid picks 54 pwid picks 55 pwid picks 54 pwid picks 55 pwid picks 55 pwid picks 54 pwid pic 5 17 G 165 28 185 16 415 36 2210 4212 2300 100-6 23559879 24108712 25 1112 26 1172 4790 8475 248 3179 120 12 305 2212 166 3359 K 7571 4 102 C 262 54 1037 39 2062 instruction of the contract of 3247 3217 5 36 236 866 250 1 14 177 1045 2622 23 107 13 GPUL 9 .40

CmpR g. 18

CamSp 1.44

CamSp 1.44

CamSp 1.45

CampR g. 18

Camond 12 676 74

CapCits 20 .1 29 235 326

CapHed .88

Carlield 10 20 77 75 369

Carrield 10 20 77 75 369

Carrield 10 20 77 75 369

Carrield 20 1.1 29 22 168 37

Carrield 20 2.2 34 1824 526

Carrield 20 2.2 2 34 1824 526

Carrield 20 2.3 36 1854 526

Carrield 20 2.3 26 1854 526

Carrield | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 8 36% 15 22% 41% 1839 31% 26% 4432 17-11 53 31 51% 81g 33 155g 225g 417g 321g 261g 441g 531g 311g 511g

527 (2711) 12 (2712) 12 (2

NYSE COMPOSITE CLOSING PRICES

AMEX COMPOSITE CLOSING PRICES

AVIEZ CONTOSTIE CLOSING PRICES AVIEZ CO	IMPOSITE CLOSING PRICES
	Selection of the control of the cont



Domestic and foreign issues cast shadow

half paper) offer from Newell, up

nishings. Harnishfeger gained 5½ to \$18¼

The crane and machinery maker said it would consider a \$19 a share

takeover offer from Columbia Ven-

tures, a closely held Miami compa-

trading ex-dividend, and Litton In-

dustries, up \$2 to \$86, as they pooled their oilfield service opera-tions in a joint venture company. Deere lost \$% to \$29% after re-

porting a first-quarter loss of

\$192.6m against a loss of \$28.8m a

from developing into a widespread

upsurge would be a "critical goal"

"Neither the internal nor external

setting permits thinking of trading

off more inflation for more growth, he said, implying that the Fed might be willing to raise interest

rates to curb inflation even if that

Figures for January's durable

goods orders are due to be released

to as investores digested the signif

Bank of Nova Scotia was the

most active in early trading and shed CS% to C\$18% while Bank of

Montreal was CS% cheaper at

Carling O'Keefe was also busy,

adding CS% to CS17% after Elders IXL launched a CS18 per share bid

icance of the Brazil debt moves.

meant stifling economic growth.

for monetary policy.

CANADA

Dresser Industries, off 5% to \$25%

WALL STREET

WORRIES over international economic and domestic US political is-sues dampened Wall Street yesterday as prices edged cautiously ahead, writes Roderick Oram in

Bond prices rallied modestly. however, as lower energy prices and a firmer dollar helped ease fears about a pick up in the infla-

around the release tomorrow of the report by the Tower Commission on year earlier. Stone Container advethe Reagan Administration's role in anced \$2% to \$84% on fourth-quarthe Iran arms affair. On the inter- ter profits of \$1.41 a share comnational side, stock markets country and to weigh up the effects of lower oil prices and Brazils' debt moratori announced third-quarter profits of 74 cents a share against 59 cents a year earlier and a 1 cent increase in dividend to 12 cents.

age closed up 6.74 points at 2,223.28. quarterly dividend to 12 cents. It moved in a narrow range all session apart from a late afternoon spurt which took it up nearly 12 points on the day before easing at

the close.

Broad market indices showed similar gains on the day with the Standard & Poor's 500 adding 0.50 of a point to 202.88, and the New York and American stock exchange composite indices gaining 0.28 to 161.30 and 1.02 to 317.35 respectively. The over-the-counter composite index was up 2.17 at 417.39.

NYSE volume dropped to 152.2m from 170.4m on Monday with the number of advancing issues manag-ing to keep just ahead of those fall-

Among blue chips, American Express added \$% to \$69%, Eastman Kodak slipped 5% to 577% trading ex-dividend, Merck advanced \$4% to \$152%, Philip Morris rose \$% to \$84%. AT&T edged up \$% to \$23% and IBM eased \$% to \$143%.

Oils were undermined by Opec's growing difficulties in trying to maintain production and pricing discipline. Exxon gave up \$1% to \$78%, Chevron lost \$% to \$47%, Amoco fell \$1% to \$71%, Atlantic Richfield was off 5% to \$86% and Stan-dard Oil dropped \$1 to \$54% al-government offices in Washington though Texaco added \$% to \$34%.

A few banks recovered some of Monday. A downturn from Decemthe ground they lost on Friday and ber's levels are expected with a me-Monday in the wake of Brazil's in-dian estimate of 0.3 per cent. terest payment moratorium. Chase Manhattan added \$% to \$38%, Bankers Trust gained 51% to \$47% and Chemical edged ahead 5% to 546%. Some fell further, however, with Citicorp losing \$% to \$54, J.P. Mor-gan retreating \$% to \$44% and Manfacturers Hanover off \$1/2 to \$46%.

On the takeover front, Rainier Bancorporation fell \$% to \$46% on 1.2m shares in the over-the-counter market. It agreed to a takeover offer from Security Pacific, down \$1% to \$38% through a swap of 1.3 Security Pacific shares for each Rainier

on more than 1.7m shares. The glass and kitchen equipment maker

The Secul stock market hit a fresh peak yesterday as investors drew strength from the latest Bank of Korea figures which showed a current account surplus of \$622m for January, writes our Markets Stall in London.

The composite share index edged 1.93 points higher to close at a record 325.78 despite sustained profit-taking late in the session. The previous re-cord, set during Saturday's half-day session, was

Turnover jumped to 44.25m won (\$51.5m) compared with Monday's W38.35m.

Most of the buying concentrated on financial and electronics issues which have acted as the foundation of the market's current rally while blue chips

Daishin Securities, which retreated W100 on

Monday, recovered with a W51 advance to W3.681 while Korea Long Term Credit Bank, which resisted most of the consolidation during the early part of last week, advanced a further W250 to W23,250.

Samsung Electronics continued to find buyers as strong demand pushed it W250 higher to W33,250. Samsung is viewed both domestically and abroad as the key to foreign participation in the Seoul mar-ket. Later this year, a \$20m Samsung Eurobond, corrently trading at a huge premium in the Eurom-arkets, will be converted into shares of the group, thereby permitting overseas investors to trade di-rectly in the market for the first time.

Overseas funds are currently channeled through a handful of locally-managed trusts, some domestic venture capital funds and the Korea Fund which is traded on the New York Stock Exchange.

Philips, due to report tomorrow

firmed 40 cents to FI 47.50 and ABN

among fragile banks was 50 cents up at Fl 85.10 ahead of today's re-

sults. NMB, scheduled to release re-

sults tomorrow, held steady at FI

Paris remained hesitant after the

scored a FFr 108 advance to FFr

vision channel. Hachette, which is

Brussels was steady in light trad-

ing with banks mixed. Stockholm

was lower in quiet trading as most

institutions remained on the side-

Oslo continued to gain ground while Milan was dominated by prof-

Madrid saw advances only

among construction and steel is-

it-taking near the close.

15 up at FFr 502.

EUROPE

Seoul makes swift foray to record

Investors remain wary despite firmer dollar

of caution over exchange rates and the South American debt problem. The slight rise in the dollar provided a small note of optimism in

generally thin trading.

Frankfurt was mainly lower in a quiet session although the sharp losses of Monday were not repeated Other securities dealers were mixed. Salomon Inc. edged up \$\% to \$39. First Boston was off \$1/4 to \$49. as the dollar firmed. The Commerz-Merrill Lynch added \$% to \$44, E. F. bank index was 9.2 lower at 1,715.0. Hutton fell 5% to \$39% and Paine Bank stocks were hit again by worries over Brazil's debt suspen The price of the 7.50 per cent sion, with Deutsche Bank down DM 11 at DM 635, Commerzbank DM benchmark Treasury long bond rose % of a point to 100% at which it yielded 7.48 per cent, the first time the yield had fallen below the 7.49 2.50 lower at DM 247.50 and Dresd-

ner off DM 4.80 at DM 335. In the chemical and pharmaceutiper cent mark seen at the Treasucal sector, Schering plunged DM ry's latest long bond auction almost 27.50 to DM 579 on foreign selling amid suggestions that its sales of the contraceptive pill might be hurt by Aids-linked demand for con-Mr Paul Volcker, chairman of the Federal Reserve Board, told Congress yesterday that preventing a temporary increase in inflation

Bayer added 80 pfg to DM 286 and Hoechst DM 2 to DM 246.50, but BASF eased 30 pfg to DM

Heavy machinery maker KHD reporting an operating loss for 1986. Battery maker Varta, which said it expected satisfactory 1986 results, eased DM 5 to DM 348. Bonds finished lower in a quiet steady at SFr 3,300.

session on light overseas selling. The Bundesbank sold DM 24.9m, worth of paper after buying DM 35.6m on Monday. Net sales of West German bonds

were closed by a snowstorm on January compared with DM 1.6bn

and DM 17.1bm net sales in January Zurich had a mixed session with demand picking up for bank shares

LONDON

ed to reverse early losses in Lon-don despite the absence of insti-tutional buyers and concern over Opec's ability to police members' production and prices. The spec-tre of Brazilian debt problems al-so overhung the market.

gained 7.1 to 1,945.8.

The Crédit Suisse stock index eased 0.8 to 526.2.

stable dollar and expectations of was DM 1.50 off at DM 153.50 after good results for Union Bank tomorrow, Swiss Bank rose SFr 1 to SFr 469, Union Bank gained SFr 60 to SFr 5,310 and Bank Leu added SFr 10 to SFr 3.460. Credit Suisse was Winterthur Insurance, however,

Foods group Nestlė, which ex-

hit a record high of DM 20.6bm in chemical group Sandoz, which is to pay SFr 2m to replace Rhine fish of net redemptions in December stocks, saw its participation certificates ease SFr 20 to SFr 1,550. dollar stabilised. Internationals saw

SOUTH AFRICA

GOLD SHARES in Johannesburg lost part of Monday's gains, closing mainly lower on an easier bullion price and a high financial rand. Industrials were mixed to higher. In the gold sector, Buffelsfontein ost R1.25 to R77.25, Driefontein

for the group.

In Montreal, banks were still

trend, as did most other mining stocks, with Gold Fields off 75 cents at R64. De Beers down 10 cents at R39.90 and Rustenburg Platinum 65 cents easier at R51.25.

95.375 8.56

9.15

Comments by Mrs Margaret Thatcher the Prime Minster on her wish for lower taxes and the healthy state of British industry offered some encouragement, The FT Ordinary index rose 2.3 to 1,559.2 while the FT-SE 109

Gilts made good progress al-though volume was low. Details, Page 34

ers and some industrials.

Among banks, lifted by the more

lost SFr 175 to SFr 6,100.

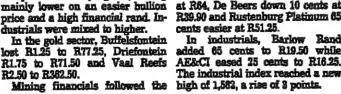
pects equal or better 1986 earnings, was unchanged at SFr 8,825, while

Unilever Fl 2 higher at Fl 507 and after their recent sharp falls but Royal Dutch down Fi 3.40 to Fi continued selling pressure on insur- 209.80 on increasing doubt over

Sterling

(Against the US\$)

In industrials, Barlow added 65 cents to R19.50 while The industrial index reached a new



Institutions pour funds into large capitals

TOKYO

LARGE-CAPITAL stocks came back into favour in Tokyo yesterday and share prices closed sharply higher. writes Shigeo Nishiwaki of

Jiji Press. The Nikkei average gained 135.98 from the previous day to 20,076.48. Trading was heavy at 1.32bn shares, compared with Monday's 626m. But losses outran gains by 495 to 498, with 112 issues un-

changed.
Institutional investors poured their massive surplus funds into large-capital steels, shipbuilding and chemicals, analysts said.

Nippon Steel once again topped the active list with 277.85m shares changing hands, compared with the previous day's 41,27m shares. The ssue rose Y20 to Y305. Kobe Steel, second busiest issue with 172.09m shares traded, jumped

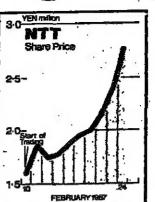
Y35 to Y318. Mitsui Engineering and Shipbuilding, and Sumitomo Chemical surged Y21 and Y52 to Y280 and Y710, respectively. Mitsui Engineering was the third most active stock with 60.49m shares NTT surged again with a huge Y360,000 gain to a record Y2.76m and provided the catalyst for a telecommunications-led rally in pow-

weekend meeting on economic strategy. Most of the gains were recorded by export stocks such as er utilities and securities issues. electronics and carmakers: Matra kyo Electric Power scoring a maxi-2,520 and Michelin jumped FFr 75 to FFr 2,950. Valeo, mauled by profit-takers, rebounded to finish FFr mum allowable daily rise of Y1,000 to Y8,560. Kansai Electric Power and Chubu Electric Power also registered daily limit gains of Y500 each to Y4,520 and Y4,230. Tokyo Lyonnaise des Eaux jumped FFr 80 to FFr 1,540 on news that it will Gas, with 20.42m shares, ended take a major stake in the TV6 tele-

Y150 higher at Y1.180. Properties and reilways attracted submitting a new bid for control of TF-1 slipped FFr 20 to FFr 3,130. buying interest. Mitsui Real Estate rosa Y80 to Y2,080, while Tobu Bailway and Tokyu Corp. closed Y20 and Y180 higher at Y1,060 and Y1,700 respectively. Among financials, which were de-

pressed on Monday by Brazil's re-ported suspension of interest payments on its huge foreign debt, sec-urities houses drew large buy orders and the "big four" hit all-time

Other blue chips continued to be



weak, hit by small-lot selling. Mat-sushita Electric Industrial shed Y40 to Y1,900 on reports that it will suspend exports to the US of its IBM-compatible personal computers as its software infringes the US

group's copyright. In the bond market, trading centred on the 89th and 90th 5.1 per cent government bonds.

The yield on the benchmark 89th bond, maturing in June 1996, fell to 4.625 per cent from Monday's 4.675

The 90th bond, falling due in July 1996, had been out of favour with its yield remaining around 0.4 per cent nigher than the yield on the 89th

In the light of this yield gap, dealers and institutional investors bought the 90th bond, so that its yield ended at 5.015 per cent,

SINGAPORE

A SPELL of profit-taking after the recent surge in share prices took Straits Times industrial index fell 3.26 to 1,058.01 in thinner turnover of 40.9m shares compared with traded in special sales. Mining con-58.7m on Monday.

Banks and blue chips that per-

formed well recently showed the sharpest losses, but other selected quality stocks still found institutional demand.

Among banks, DBS dropped 40 cents to S\$11.80 and OCBC was 30 cents lower at S\$10.10.

HONG KONG

SPECULATION about corporate moves again dominated trading in Hong Kong, with heavy profit-taking in the Cheung Kong group of
companies partly offset by late buying in the Jardine group.

The Hang Seng index finished
30.82 lower at 2,848.19 after drop41.3

3

物質が重要

(**2**)(1, . . .

55000

and old

೯೭ದ ಬ್

ping by as much as 60 points earlier in the session after two days of sharp rises. Turnover remained

Cheung Kong lost HK\$1.50 to HK\$45.50, while Hutchison Wham-poa was down HK\$2.00 to HK\$54.00 and Hongkong Electric fell 40 cents to HK\$15.70 after all three reached

peaks on Monday.

After the market closed, Cheung Kong associate Green Island Ce ment announced a reorganisation of its share capital to buy privatelyheld China Cement. Green Island was trading at HK\$16.40 before it was suspended on Monday.

The market picked up on speculation of a reorganisation of the Jardine group, with Jardine Matheson gaining 70 cents to HK\$25.70. Jardine reorganisation,

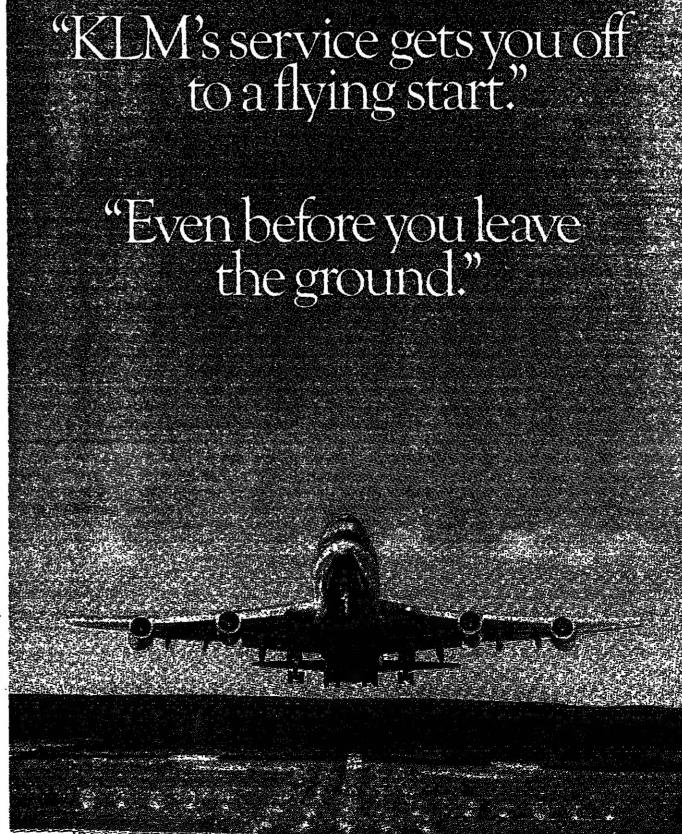
AUSTRALIA

THE FALL in the bullion price and Wall Street's decline encouraged profit-taking in Sydney which drove the All Ordinaries index 8.5 lower to 1,597.9 and the gold index 27.4 down

However, key industrial shares rose against the trend in continued heavy trading.

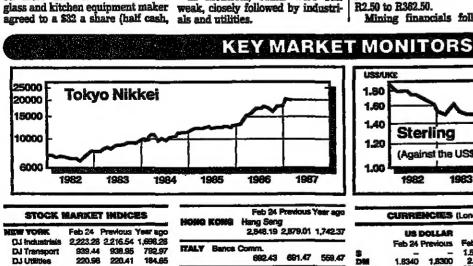
Fertiliser group AFL Holdings was the leading active, losing 5 cents to A\$1.75 on 19.8m shares cern CRA, which dropped 24 cents to AS6.80, later said it had sold its

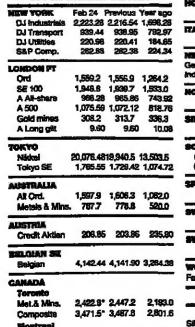
19 per cent stake in AFL. BHP finished 20 cents lower at A\$10.25, while Elders IXL eased 2 cents to AS4.98 after its bid for Carling of Canada.
Aids-related stocks again per-



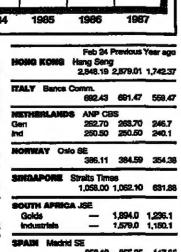
KLM's service starts with 15,000 people on the ground. In 76 countries world-wide. Working to bring the smile to the face of the passenger. Before and after every single flight. Test us, try us, fly us.

The Reliable Airline KLN





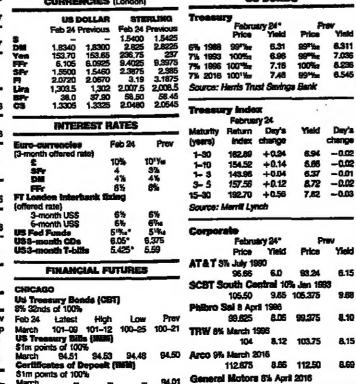
-- * 1.781.54 1.135.84 203.25 207.33 230.72 FRANCE 75.93 FAZ-Aktion Commerzbank 1,715.00 1,724.20 1,968.4



SPAIN MESTIC			
	252.10	256.85	117.85
SWEDEN J&F	,		
	2,371.11	2,390.78	1,855.63
SWITZERLAND	Swiss Br	nk Ind	
	558.60	558.30	571.5
WORLD MS Ca	a. Int1		
Feb 23	404.2	408.1	278.7
COMMO	AMER	(l ondo	
COMMO	MIJIES	(LD) KOC	11)
	F	eb 24	Prev
Silver (spot)			
Seves (abort)	35	33.30p	356.30p
Cobbet (casp)		33.30p 37.50	356.30p 2922.50
	290	17. 5 0	
Copper (cash)	29 6 £1,50	17. 5 0	£922.50
Copper (cash) Cuffee (Murch) Oli (Brent)	296 21,53 \$1	07.50 35.00 € 16.40	2922.50 1,526.00
Copper (cash) Cuffee (Murch) Oli (Brent)	29 6 £1,50	07.50 35.00 € 16.40	2922.50 1,526.00

New York (April

\$403.25 \$405.10 \$403.25 \$404.60



118-09 119-01 118-06 118-18